

ANUJ BUNKAR

<http://anujbunkar.com>

anujbunkar97@gmail.com | +1 813-947-9181

SUMMARY

Outcome driven professional, master's in business analytics, 5+ years of working experience with data analysis & data visualization tools, such as SQL, Excel & Tableau, to support decision-making and provide insights to stakeholders. Available to join immediately.

EDUCATION

W. P. Carey School of Business at Arizona State University

August 2022 – May 2023

Master of Science in Business Analytics (MSBA) With Distinction

Tempe, AZ

- CGPA: 4.0/4.0
- Relevant Coursework: Enterprise Analytics, Data Mining, Statistics, Data-Driven Quality Management, Analytical Decision Modeling, Advanced Marketing Analytics, Text Mining, Deep Learning

Indian Institute of Technology Madras

August 2015 – May 2019

Bachelor of Technology (B. Tech), Chemical Engineering | CGPA: 3.0/4.0

Chennai, India

TECHNICAL SKILLS

- **Languages:** SQL (SQLite, MYSQL), Python (Pandas, NumPy, Sci-Kit Learn, Matplotlib, Plotly), HTML, CSS, JavaScript
- **Analytics Tools:** Microsoft Excel, Google Spreadsheet, SPSS, Minitab, JMP, Tableau, Power BI, Looker Studio, QlikView, Cognos, SAS Analytics, Google Analytics, Google Big Query, Snowflake, MATLAB, SAP, Redash, Metabase
- **Data Analytics:** Data Warehousing, ETL, Database Management, Data Visualization, Statistical Modeling, Machine Learning
- **Others:** Git, Amazon Web Services, Google Cloud Platform, Microsoft Azure, Apache Spark, Google OAuth, A/B testing

PROFESSIONAL EXPERIENCE

Business Analyst – Revenue & Pricing Operations

June 2023 – Present

Sears Home Services

Houston, TX

- Automated NLA process using web scraping & APIs, saved **400+ man-hours** & enhanced efficiency with one stop dashboard
- Built Tableau dashboard to track **2M+** in-home parts, enabled cost analysis, price trends, and automated P&L-impact alerts
- Optimized job mapping by integrating labor cost and decline data, reducing misclassifications, adding **\$100K** monthly revenue
- Designed a P&L reporting framework & savings tracker for Amazon parts pilot, validating **\$1M** in projected annual savings
- Launched A/B tests for D2C pricing, driving a **\$200K** monthly revenue increase by analyzing revenue, profit and repair rates
- Developed a Tableau dashboard aggregating field performance metrics, enabling real-time monitoring for field teams nationwide
- Conducted random audits of B2B claims, identified discrepancies & uncovered four recurring issues, saved **\$100K** monthly loss
- Led strategic pricing for 50K in-home parts based on cost, competitor & margin analysis, conducted A/B testing to drive profitability

Business Analyst – Strategy & Business Operations

May 2019 – May 2022

UrbanPiper Technology

Bengaluru, India

- Utilized advanced excel modeling approach for accurately forecasting annual targets for revenue & cost centric functions
- Prepared strategic budget plan, distilled a **\$5 Million** budget for regional & functional teams, aligned with projected targets
- Led companywide OKR process, aligned teams via effective communication, fostering seamless collaboration & resolving disputes among teams, ensuring **100%** efficiency across all functions
- Revamped sales strategy and created specific plans for each region, closely monitoring revenue realization and creating dashboards on Looker Studio for management and sales leaders to review progress, resulting in a massive **45%** jump in sales
- Collaborated with customer success leadership to set up weekly reports, analyze customer success executives' KPIs and deployed strategies resulting in a reduction of churn by **5%** and an increase of CSAT by **80%**
- Spearheaded monthly exercises to report P&L Visibility, Runway Management and Management Information System

ACADEMIC PROJECTS

Automobile Pricing Analysis and Predictive Modeling, WP Carey School of Business

August 2022

- Conducted EDA on large automotive dataset, formed a linear regression model to foresee MSRP with R-Squared of **83%**
- Unveiled significant revelation of Engine Fuel Type being most sensitive feature to MSRP, with diesel cars having highest average MSRP of \$41K, offering makers valuable insight to adjust pricing strategies for diesel models to maximize profit

Flight Delay Prediction using Machine Learning, W.P. Carey School of Business

October 2022

- Developed a ML model to predict flight delays using logistic regression & KNN, resulting in a model accuracy of **81%**
- Performed a cost-benefit analysis to select best probability threshold balancing false positive and false negative cases to optimize customer experience and minimize costs for the airline
- Deployed model online using Streamlit to improve customer experience by providing accurate flight status updates