



**Nazhar Bekinalkar**  
Masters in Business Administration  
Indian Institute of Technology, Kanpur

+91-8983963960  
[mnazhar24@iitk.ac.in](mailto:mnazhar24@iitk.ac.in)  
[linkedin.com/in/mnazhar24](https://linkedin.com/in/mnazhar24)

## EDUCATION

Degree / Certificate	Institute / Board	CGPA/%	Year
M.B.A.	Indian Institute of Technology, Kanpur	8.55 (CPI)	2026
B.Tech., Mechanical	Vishwakarma Inst. of Info. & Tech.	78.14%	2022
HSC (12th)	S.M. Choksey Junior College	84.15%	2018
SSC (10th)	Sardar Dastur Hormazdiar High School	83.33%	2016

## EXPERIENCE

- Weikfield Foods Pvt Ltd** *May 2025 – Jul 2025*  
Pune, India (Hybrid)  
*Data Analyst Intern*  
 • Transformed monthly Excel-based reporting to Power BI, reducing 30+ day lag by building 7+ DAX measures across key sales & target KPIs.  
 • Built scalable export analytics layer with leadership-approved KPIs; developed SKU- and region-level dashboards across 20+ global markets.  
 • Proposed an AI/ML-based sales forecasting pipeline using Python to address inventory and production planning inefficiencies; approved as a capstone initiative.  
 • Received guidance on SAP (FI/CO, MM, PP, SD), Oracle ERP, SAP HANA, digital transformation frameworks and enterprise systems.
- Growthonics SalesTech Solutions** *Feb 2025 – Apr 2025*  
Kanpur, India (Remote)  
*Strategy Consultant Intern*  
 • Analyzed client acquisition systems across US/UK/UAE markets; identified new high-potential segments and recommended strategies to improve acquisition rates.  
 • Evaluated client portfolio and service lines to propose AI-driven marketing campaign offerings, enabling premium pricing and projected revenue uplift.
- Cognizant** *May 2022 – Sept 2023*  
Pune, India (Hybrid)  
*Programmer Analyst*  
 • Assisted development of scalable ETL pipelines for Oracle → Snowflake migration, enabling high-performance analytics.  
 • Led ETL testing for multiple cloud and big-data transformations, improving data accuracy and pipeline reliability.  
 • Worked across Oracle, MySQL, AWS, Snowflake, and Starburst to support high-volume analytics workloads.  
 • Onboarded and trained new team members, supporting faster ramp-up and productivity.  
 • Coordinated onshore/offshore teams to drive stakeholder alignment and ensure timely, high-quality delivery.

## PROJECTS

- AI / ML Demand Forecasting for Production Planning — Weikfield (FMCG)** 8 Weeks  
**Tools:** Python, LightGBM, Pandas, NumPy, Power BI, SAP Data  
 • Developed a LightGBM-based forecasting model to predict monthly SKU-level demand using 5+ years of sales transactions, enabling accurate production and inventory planning.  
 • Executed data preparation, feature engineering, and model evaluation pipeline, delivering a POC that reduced stock-outs and overproduction.

## SKILLS

**Technical:** Python (Pandas, NumPy), SQL, Excel (Advanced), PowerBI, AWS (S3, Glue, Athena), Snowflake, Hive/Starburst **Tools:** Git/GitHub, JIRA, Agile, Power BI, Excel, Visual Studio

## CERTIFICATIONS

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|--|----------|
| • Microsoft & LinkedIn, Career Essentials in Generative AI | Mar 2024 |
| • Microsoft & LinkedIn, Career Essentials in Data Analysis | May 2024 |
| • BCG & Forage, Introduction to Strategy Consulting        | Jul 2024 |
| • Pendo.io, Product Management Basics                      | Sep 2024 |
| • Pendo.io, Product Analytics                              | Nov 2024 |

## ACHIEVEMENTS

- Awarded copyright by Government of India for an inventive evaporative cooling storage design.

## POSITIONS OF RESPONSIBILITY

- Core Member & Writer, Vox Populi, IIT Kanpur Sep 2023 – Present

## INTERESTS & HOBBIES

Writing   Fitness