



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

+91-8983963960
mnazhar24@iitk.ac.in
[linkedin.com/in/mnazhar24](https://www.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 <i>Data Analyst Intern</i>	<i>May 2025 – Jul 2025</i> Pune, India (Hybrid)
<ul style="list-style-type: none">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 <i>Strategy Consultant Intern</i>	<i>Feb 2025 – Apr 2025</i> Kanpur, India (Remote)
<ul style="list-style-type: none">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 <i>Programmer Analyst</i>	<i>May 2022 – Sept 2023</i> Pune, India (Hybrid)
<ul style="list-style-type: none">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)	<i>8 Weeks</i>
Tools: Python, LightGBM, Pandas, NumPy, Power BI, SAP Data	
<ul style="list-style-type: none">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), Power BI, AWS (S3, Glue, Athena), Snowflake, Hive/Starburst	Tools: Git/GitHub, JIRA, Agile, Power BI, Excel, Visual Studio
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CERTIFICATIONS

• 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
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INTERESTS & HOBBIES

Writing Fitness