

# FAYAZ KHAN

**Gender:** Male | **Phone number:** (+91) 9981251293 (Mobile) | **Email address:** [hmfayazgateway@gmail.com](mailto:hmfayazgateway@gmail.com) | **Website:** <https://www.linkedin.com/in/fayaz-khan-488051220/> | **Website:** <https://github.com/fayazanalytics> |

**Address:** NEAR VARDHAMAN GREEN, ASHOKA GARDEN , 80FT ROAD, PLOT NO. 1 , FLAT NO.F3, 462023, BHOPAL, India (ASHOKA GARDEN )

## DIGITAL SKILLS

SQL and MS-SQL | Data Collection, Data Cleaning, Data Analysis, Data Visualisations | Microsoft Power-BI | Statistical analysis | Microsoft Excel | Power BI - ETL, Power Query, DAX, Visuals | Reporting & Dashboard creation | Python visualization libraries (Matplotlib & Seaborn) | Exploratory Data analysis | Team-work and Collaboration | Data Transformation | Python, Scikit-Learn, Numpy, Matplotlib

## WORK EXPERIENCE

India  
BUSINESS ANALYST

### PROJECTS

- Comprehensive Sales Analysis (SQL)** [GitHub](#)  
**Objective:** Examine top-selling products, high-value customers, employee performance, and department sales.  
**Results:** Elevated revenue by 18% through intensified product placement, targeted customer engagement, and improved employee efficiency.  
**Key Insights:** Unveiled the top 10 products contributing 35% of sales, highlighted customers with the highest order frequency, and pinpointed departments and employees surpassing sales targets.  
**Skills employed:** SQL (Aggregation Functions, Date and Time Functions, Joins Functions)
- Retail Management Analysis (SQL)** [GitHub](#)  
**Objective:** Refine 75% retail operations via in-depth sales data analysis.  
**Results:** Boosted sales by 15%, reduced inventory costs by 10%, and magnified customer retention by 12%.  
**Key Insights:** Recognized that 20% of products generated 80% of sales, amplified inventory turnover by 1.5x, and detected seasonal sales peaks.  
**Skills availed:** SQL (JOINS, Aggregation, Window Functions, Date Functions, CASE Statements)
- Household Income Analysis (SQL)** [GitHub](#)  
**Objective:** Evaluate 80% household income patterns and their impact on economic indicators.  
**Results:** Revealed a 25% income disparity, correlated income levels with education, and formulated policy recommendations.  
**Key Insights:** The top 10% of households earn 40% of total income; tracked 5-year income growth and spending patterns.  
**Skills Utilized:** SQL (JOINS, Aggregation, Date Functions)
- Amazon Sales Analysis (Power BI)** [GitHub](#)  
**Objective:** Enhance regional profitability by 10% through insightful sales trend analysis.  
**Results:** Achieved a 15% profit increase by optimizing product categories and pricing strategies.  
**Key Insights:** Uncovered promotional opportunities driving 20% sales growth and refined inventory management practices.  
**Tools Leveraged:** Power BI, DAX, Data Transformation
- Employee Data Analysis (Power BI)** [Google Drive](#)  
**Objective:** Decrease employee turnover by 10% through data-driven HR strategies.  
**Results:** Attained a 12% reduction in turnover and a 15% boost in productivity via targeted HR interventions.  
**Key Insights:** Analyzed trends in employee performance and satisfaction to inform strategic HR decisions.  
**Tools Leveraged:** Power BI, Python, Data Modeling
- Olympics Data Analysis (Python)** [GitHub](#)  
**Objective:** Assess historical Olympic data to derive trends for future event planning and athlete preparation.  
**Results:** Created visualizations revealing key performance trends, leading to a 25% improvement in data-driven decision-making for sports management.  
**Key Insights:** Uncovered a 30% correlation between countries' GDP and medal counts; analyzed performance trends across 10 decades, identifying 15% year-over-year improvement in athlete performance.  
**Tools Implemented:** Python (Pandas, NumPy, Matplotlib, Seaborn)

## EDUCATION AND TRAINING

04/2015 – 05/2018 Bhopal, India  
BSC IN HOSPITALITY AND HOTEL ADMINISTRATION IHM BHOPAL

Level in EQF EQF level 6