

## FIZULI HASANOV

Data Analyst Intern

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[Portfolio](#) | [LinkedIn](#) | [GitHub](#) | [Tableau](#)

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### SUMMARY

Data Analyst Intern with strong SQL, BI, and Python skills, experienced in customer churn analysis, cohort retention, KPI reporting, and e-commerce performance analytics. Demonstrated ability to work with large datasets, build dashboards, and translate analytical findings into actionable business insights.

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### EDUCATION

**Baku Higher Oil School – BBA, Business Administration** | Expected Graduation: 2029

GPA: **96.3/100** (Fall semester) | Faculty Rank: **4<sup>th</sup> place**

Honors: **Presidential Scholar** | Top 10 Golden Students

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### TECHNICAL SKILLS

**SQL:** PostgreSQL, Google BigQuery (CTEs, joins, aggregations, KPI logic)

**Python:** Pandas, NumPy, Matplotlib

**Visualization:** Tableau, Power BI

**Tools:** Excel, Jupyter Notebook, Git/GitHub

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### PROJECTS

**Customer Churn & Retention Analytics** – PostgreSQL, SQL, Power BI, Python

- Built churn analytics pipeline analyzing **10,000 customers / 24 months**, generating **200K+ activity reports**
- Quantified churn risk exposure (**\$108.6K high-risk MRR**) and modeled potential **\$195.5K annual revenue** retention under improved retention scenarios

**E-commerce Growth & Retention Analytics** –Google BigQuery (SQL), Python, Tableau

- Designed an analytical warehouse structure with **staging, dimensions, and fact/mart tables**, including cohort retention tracking (2019 – 2026)
- Built **2 Tableau dashboards** for revenue growth, active users, and retention cohorts; identified growth as volume-driven with stable AOV

**Order Segmentation & Revenue Optimization Analysis (E-commerce)** – Tableau, Python

- Built dashboard tracking **\$73.41M revenue, \$69.55M net revenue, 100K orders, and 6.06% return rate**
- Segmented orders into behavioral groups to compare **revenue share, profitability score, and return risk** across regions and categories

**Job Market Analysis (Data Roles)** – Python, Tableau

- Cleaned and analyzed job postings to benchmark salaries, rank top skills, and track monthly trends
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### Professional & Volunteering Experience

**Registration & Operations Volunteer** – Baku ID Festival (Azerbaijan's leading startup & innovation event)

- Supported registration and attendee validation using Excel to support check-in accuracy and workflow

**Translator & Event Support Volunteer** – Studynet Group Ltd. Education Fair – Hilton Hotels & Resorts

- Ensured accurate Azerbaijani - English formation exchange in a high-traffic international event environment (representatives from 12+ countries across 50+ official delegations)
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### LEADERSHIP & EXTRACURRICULARS

**Vice President** – BHOS Conversation Club | **Project Manager** – Startup & History & Psychology Clubs

Aspire Leaders Program – Cohort 5 (Program Alumni among 9,988 finalists of 54,337 participants globally)

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### CERTIFICATIONS

IBM – Python for Data Science | Deloitte Data Analytics (Forage) | British Airways Data Science (Forage)

EY – Corporate Finance and Strategy | British Council – IELTS 7 | AIFED Erasmus+ Program