

## **GAURAV NIWAS SARMA**

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### **DATA ANALYST | BUSINESS ANALYST | MIS & OPERATIONS ANALYTICS**

Data-driven professional with 3 years of experience across government finance, infrastructure projects, and MIS reporting. Proven ability to convert raw field data, financial records, and operational inputs into structured dashboards, reports, and business insights using Python, SQL, Power BI, and Excel. Strong background in project monitoring, data validation, and analytics automation.

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### **CORE SKILLS**

Python | Pandas | NumPy | SQL (MySQL) | Power BI | Machine learning | Excel | Data Cleaning | Data Visualization | MIS Reporting | KPI Tracking | Dashboarding | Forecasting | ETL | Data Validation | Streamlit | Tkinter | GitHub | CSV | Relational Databases | Data Warehousing Basics

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### **TECHNICAL PROJECTS**

#### **1. SaaS Revenue & Retention Analytics**

*Python / MySQL / Power BI*

##### **Business Problem:**

Revenue leakage due to customer churn across different subscription lifecycle stages, with limited visibility into retention drivers.

##### **What I Did:**

- Designed a subscription lifecycle data model in MySQL and generated realistic customer behaviour data using Python.
- Performed cohort-based retention and churn analysis to identify high-risk lifecycle stages.
- Built Power BI dashboards tracking growth KPIs, retention metrics, and churn drivers.
- Developed an interactive what-if retention simulator to model improvement scenarios.

##### **Impact:**

- Quantified potential revenue recovery from 1–19% retention improvements.
- Enabled data-driven retention strategy planning and executive decision support.

#### **2. Pricing & Promotion Impact Simulator**

*Python / Machine Learning / Excel / Power BI*

##### **Business Problem:**

Lack of clarity on how pricing, discounts, and promotions impact revenue and profit before execution.

##### **What I Did:**

- Generated realistic pricing, discount, and marketing datasets using Python.
- Trained a regression-based ML model to predict demand ( $R^2 \approx 0.83$ ).
- Built interactive Power BI What-If simulations for pricing and promotion scenarios.
- Implemented rule-based recommendations to guide optimal decisions.

##### **Impact:**

- Enabled margin-aware pricing decisions with instant visibility into revenue and profit impact.

- Reduced reliance on guesswork for promotional planning.

### **3. Business Performance Monitoring & Forecasting Dashboard**

*Python | Machine Learning | Pandas | Numpy | Excel | Power BI*

#### **Business Problem:**

Difficulty in monitoring historical performance and forecasting future revenue across regions, products, and channels.

#### **What I Did:**

- Designed a multi-dimensional business performance dataset using Python.
- Built Power BI dashboards analysing trends across regions, categories, products, and channels.
- Implemented time-series forecasting models to predict future revenue and compare actual vs forecast performance.
- Created KPI-driven insights that update dynamically based on user selections.

#### **Impact:**

- Improved forward-looking decision-making through integrated forecasting and performance monitoring.
- Delivered a consulting-style decision support solution aligned with enterprise reporting needs.

### **4. Sales Revenue Dashboard with Forecasting**

*Python | MySQL | Excel | Power BI*

#### **Business Problem:**

Limited visibility into sales trends, regional performance, and future revenue expectations.

#### **What I Did:**

- Processed and modelled historical sales data using Python and MySQL.
- Built Power BI dashboards analyzing sales trends, regional performance, and product-level insights.
- Implemented monthly revenue forecasting using historical transaction data.

#### **Impact:**

- Enabled stakeholders to track performance trends and anticipate future revenue.
- Improved regional and product-level sales analysis.

## **PROFESSIONAL EXPERIENCE (3 years)**

### **Project Engineer (MIS & Analytics)**

**North Eastern Development Finance Corporation Ltd. (NEDFi)**

*(Ministry of Development of North Eastern Region – Government of India)*

**May 2024 - present**

#### **Business Context:**

Large-scale government-funded infrastructure programs required accurate, timely MIS reporting to monitor fund utilization, project progress, and compliance across multiple states.

#### **What I Did:**

- Managed MIS reporting for 1,000+ government-funded projects across 8 North-Eastern states, covering multi-crore development initiatives.
- Designed and maintained structured reporting systems using Excel, SQL, and Python to track fund utilization, timelines, and performance KPIs.

- Performed data cleaning, validation, and reconciliation across field inspection data, financial records, and central MIS databases.
- Converted unstructured site inspection reports into analysable datasets for compliance and management review.
- Built monthly and quarterly management dashboards highlighting delays, cost overruns, and risk indicators.

**Impact:**

- Improved management visibility into project performance and compliance status.
- Reduced MIS reporting turnaround time by ~40% through automation and streamlined data workflows.
- Enabled faster, data-backed decision-making for senior leadership.

**Assistant Engineer (Data-Driven Project Analysis)**

**Alliance Engineers and Consultants Pvt. Ltd.**

**February 2023 - April 2024**

**Business Context:**

Infrastructure projects funded by the World Bank sanctioned under Assam Resilient Rural Bridge Program (ARRBP) required accurate technical data, structured documentation, and analytical inputs for funding and approval decisions.

**What I Did:**

- Prepared Detailed Project Reports (DPRs) for bridge and road infrastructure projects under ARRB.
- Processed raw survey and CSV datasets into structured engineering, hydrology, and inventory data models.
- Used AutoCAD and MX Road to generate horizontal and vertical alignment datasets and models for bridges and approach roads.
- Created bridge inventory reports, hydrology analyses, and key plans feeding directly into approval and funding workflows.
- Maintained structured technical and project databases supporting design, budgeting, and monitoring.

**Impact:**

- Supported data-driven project approval and funding decisions for large-scale infrastructure initiatives.
- Improved data accuracy and traceability across technical and reporting deliverables.
- Built a strong foundation in structured data handling, validation, and reporting applicable to analytics roles.

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**EDUCATION**

**B. Tech in Civil Engineering**

Kalinga Institute of Industrial Technology (KIIT), Bhubaneswar

**2018 – 2022**

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**INTERNSHIP**

- **Adani | 04-08-2022 – 05-11-2022**  
*Procure to Pay (P2P) Project Exposure*
  - **APWD (Assam Public Works Department) | 23-09-2021 – 23-10-2021**  
*- Infrastructure reporting*
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**CERTIFICATIONS**

- **Google Data Analytics**
- **AutoCAD**
- **Primavera P-6**
- **ESurvey CADD**