

Gaurav Mishra

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<https://gauravmishra2523.github.io/GauravMishraPortfolio.github.io/>

EDUCATION

Vishwakarma University

Master of Science in Statistics and Data Analytics

Pune, MH

Sept 2022 – June 2024

K.J Somaiya College of Science and Commerce

Bachelor of Science in Statistics

Mumbai, MH

July 2017 – Oct 2020

EXPERIENCE

Transactions Processing Associate

Accenture India

Aug 2021– Sep 2022

Navi Mumbai, MH

- Processed and reviewed an average of **80+ health insurance** claims daily, maintaining an accuracy rate of **95%+ month-on-month**.
- Contributed to a team that achieved **100% compliance with SLA timelines** for claim processing and issue resolution.
- Maintained high productivity levels while ensuring compliance with client expectations and organisational standards.
- Earned positive feedback from managers and clients for strong communication.
- Actively contributed to team discussions and problem-solving, fostering a collaborative work environment.

RELEVANT EXPERIENCE

Data Analyst Virtual Intern

Accenture India

Apr 2023– May 2023

Forage.com

- Completed a simulation focused on advising a **hypothetical social media client** as a **Data Analyst at Accenture**.
- Cleaned, modelled and **analyzed 7 datasets** to uncover insights into content trends to inform strategic decisions.
- Performed **data cleaning and preprocessing** in Excel, utilizing functions such as **IF, VLOOKUP, HLOOKUP, CONCATENATE**, and conditional formatting to ensure data accuracy and consistency.
- Performed **exploratory data analysis (EDA)** using **pivot tables, slicers, and conditional formatting** to uncover trends, correlations, and actionable insights.
- Developed proficiency in **data wrangling, visualization, and statistical analysis** through hands-on projects.
- Prepared a PowerPoint deck and video presentation to communicate key insights for the client and internal stakeholders.

PROJECTS

Bikes Store Analysis / Snowflake, SQL

Nov 2024–Dec 2024

- Developed advanced SQL queries using **JOINS, subqueries, CTEs, and window functions** to derive actionable insights on sales trends, inventory performance, and customer purchase behaviour.
- Pinpointed underperforming brands, such as **Strider, Ritchey, and Haro**, with below-average sales.
- Highlighted **Rowlett Bikes** as the top revenue-generating store, with **\$867K+ total sales**, while **Store 2** had the highest orders, contributing **67.89% of combined orders**.
- Determined that **9.07% of customers** are repeat buyers, with an average purchase frequency of **1.12 times per customer**.
- Discovered **Mountain Bikes** as the highest contributing category, with **\$2.71M+** in sales and **Trek Slash 8 27.5 – 2016** as the highest revenue-generating product.

Diwali Sales Analysis / Python

Dec 2024–Jan 2025

- Developed and implemented a comprehensive sales analysis dashboard using Python (**Pandas, NumPy**) and data visualisation libraries (**Matplotlib, Seaborn**) to analyse **10,000+** Diwali sales records, enabling data-driven decision-making for inventory planning and marketing strategies.
- Performed data cleaning and manipulation to transform raw sales data, reduced null values by **99%** and optimised data types, resulting in improved data quality and processing efficiency for downstream analysis.
- Identified key business insights through statistical analysis revealed that married women aged **26-45 from IT/Healthcare** sectors were the highest value customers, with average purchase values **35% higher** than other demographics, directly informing targeted marketing campaigns.
- Generated dynamic visualizations and statistical reports highlighting regional sales patterns across **10 states**, demonstrating that Uttar Pradesh, Maharashtra, and Karnataka accounted for **65% of total revenue**, enabling optimization of supply chain and inventory distribution.

Coffee Store Sales Analysis / Excel

Dec 2024–Jan 2025

- Developed interactive sales dashboard using Excel to analyse coffee sales trends **across 3 countries, tracking KPIs** and customer metrics from **2019-2022**.
- Leveraged Excel's advanced features (**pivot tables, charts**) to visualize sales performance, revealing the United States as the top market with **\$35,639** in revenue.
- Created dynamic data visualizations comparing 4 coffee types (Arabica, Excelsa, Liberica, Robusta) with pricing analysis, demonstrating the highest average price of **\$15 for Liberica beans**.
- Tracked and analysed the sales performance of 4 premium coffee varieties (Arabica, Excelsa, Liberica, and Robusta) over a **44-month period** from 2019-2022, with peak monthly sales reaching **\$850+**, maintaining consistent sales performance of **\$350** monthly across multiple coffee varieties, shows resilience during seasonal fluctuations and market changes.

Superstore Sales Analysis / Excel

Jan. 2025–Jan 2025

- Led analysis of nationwide superstore sales data, identifying 200% growth potential in the West region (\$1.08M profit) versus other regions.
- Analyzed product category performance across 50+ states, discovering 61% market dominance in office supplies.
- Identified and mapped ₹3.3M revenue opportunity in top-performing product category (Phones).
- Developed performance improvement strategies for 10 underperforming states, targeting ₹4.5M+ in potential revenue uplift
- Created multi-dimensional analysis covering 10+ product categories and 50+ states, identifying ₹2.56M revenue leader (NYC market).

CERTIFICATIONS

- [Data Analysis with Python & Pandas](#) – Maven Analytics
- [MySQL Data Analysis](#) – Maven Analytics
- [Data Visualization with Matplotlib & Seaborn](#) – Maven Analytics
- [Power BI Desktop](#) – Maven Analytics

TECHNICAL SKILLS

Languages: Python (Pandas, NumPy, Matplotlib, Seaborn, EDA, Data Manipulation and Cleaning),

Database and Cloud: MySQL (JOINS, Windows Function, CTEs, Subqueries)

Business Intelligence: Power BI, Power Query, Data Visualization, Microsoft Excel (Power Query, PowerPivot)

Soft Skills: Detail-Oriented, Collaboration, Organizational Skills, Attention to Detail