**Jyoti Kumar +1 224-310-8300;** [**jssimmisharma@gmail.com**](mailto:jssimmisharma@gmail.com) **|**[**Linkedin.com**](https://www.linkedin.com/in/jyoti-sharma7/) **|**[**GitHub**](https://github.com/jyotikumar07)

# SKILLS:

**Analytical Tools**: **Programming Languages**: **Database**:

MS Excel SQL ( Structured Query Language) MySQL

Power BI Basics of Python

**PROJECTS:**

**Business 360** - Brick & mortar and ecommerce [Power BI |Dax |SQL | Excel ] [**Link**](http://dummpy)  **Feb 2024**

* Business 360 was a guided project where we were building a real time dashboard for **AtliQ Hardware.**
* Gained 5.5% MARKET SHARE in just two years by raising the net sales of PC to 34%. Analyzed different products, markets and found the opportunity of improvement in the sales ofGaming Laptop.
* 5% reduction in net loss by improving marketing strategy, designed the dashboard with key business metricslike Net Sales, Gross Margin, and Net Profit which leads to the insight that even though gross margin is accelerating but the business is not making any profit because of the higher marketing expenses.
* Decision making time reduced by 20%.

**Sales Analytics** - [Excel | Pivot Table | Power Query] [**Link**](https://github.com/jyotikumar07/Excel_Sales_Analytics) **Jan 2024**

* This Project utilizes advanced features of MS Excel like power query, power pivot and pivot table to provide insightful information to the client.
* Offered Diwali discount and performance bonus which accelerated 10% net sales. Designed customer performance report that helped business in deciding discount percentage and performance bonus.
* Opened AtliQ Hardware e-store in India, after analyzing market performance report business leaders realized the increased demand of our products in India.

**CERTIFICATIONS:**

* Participated in Accenture North America – Data Analytics and Visualization Job Simulation by Forage.
* Excel: Mother of Business Intelligence.
* Get Job Ready: Power BI Data Analytics for All Levels 2.0.
* Data Modeling for Power BI Workshop.
* Beginning DAX Functions Workshop.

**EDUCATION June 2007**

*Masters in computer applications.*