

Apoorva Kumar

+91 7838759532 - [Portfolio](#) - apoorvworkmail1@gmail.com - [LinkedIn/apoorva](#) - [GitHub/apoorva](#)

EDUCATION

ABES Engineering College
B.Tech Information Technology
Senior Secondary (Class XII)
Science (PCM)

Ghaziabad, U.P., India
Aug 2019 - Jul 2023
India
2018-2019

TECHNICAL SKILLS

Programming Languages: HTML, CSS, **Python**, **SQL**, R, C++
Analytical Tools: Tableau, **Power BI**, Google Sheets, **Advance Excel**
Database: BigQuery, **MySQL**, Microsoft SQL Server
Libraries and Tools: Pandas, Numpy, Matplotlib, Seaborn, Git, Linux, Jupyter Notebook, Azure

PROJECTS

OLA Data Analysis - [Project Link](#)

- Wrangled and transformed **10,000+** rows of data in **Excel**, enhancing data quality and readiness for analysis.
- Utilized **SQL** for **Exploratory Data Analysis (EDA)** to uncover key trends in peak hours, payment methods, and top pickup locations, enabling **Data-Driven Decisions** making.
- Designed dynamic dashboards in **Power BI** by integrating Ola's dataset, utilizing **DAX measures** and **sliders** to model complex relationships
- Leveraged **ChatGPT** to synthetically generate datasets for data visualization and exploratory analysis.

Walmart Sales Analysis - [Project Link](#)

- Conducted a comprehensive data analysis on Walmart sales using real-world datasets sourced from **Kaggle**.
- Performed **ETL** processes using **Python** to clean, transform, and load the data into a **MySQL database**.
- Conducted **EDA** using **SQL** and Python to identify sales trends, Analyzed patterns across store types, departments, and time periods to support data-driven decisions.

Retail Store Sales Analysis - [Project Link](#)

- Analyzed Retail store sales records sourced from Kaggle.
- Built a robust **ETL pipeline** using **Python (Pandas, NumPy)** to clean missing values, handle outliers, and normalize data; Structured and stored in relational **MySQL database**.
- Applied complex **SQL queries** with **window functions** and **aggregations** to perform EDA.

Diwali Sales Analysis - [Project Link](#)

- Performed detailed analysis using **Python**, leveraging **NumPy**, **Pandas** for data wrangling, and **Matplotlib**, **Seaborn** for visualization.
- Sourced and extracted festive sales data from **Kaggle**, focusing on customer demographics and purchasing behavior.
- Cleaned and processed over **11000+** records to identify key trends and buying patterns.
- Discovered that **married females** represented the largest buyer group during Diwali, offering insights for marketing strategies.

WORK EXPERIENCE

Koenig Solutions Pvt. Ltd.

Corporate Trainer

Delhi, India

Jul 2022 - Dec 2023

- Delivered **100+** hours of in-depth training on **Linux and Python** to working professionals, achieving an average feedback rating of 9.8/10
- Designed and customized content to match learner needs, resulting in a **95% course completion rate**.
- Collaborated with the sales team to deliver **technical demo sessions**, boosting course conversions.
- **Key Learning's & Skills:** Linux, Python, Analysis, Presentation, Professional Communication, Time & Project management, Stakeholder Collaboration, Customer-Centric Approach, Adaptability, Problem-Solving

CERTIFICATE & ACHIEVEMENTS

- **SQL Gold Badge** - [HackerRank](#)
- **Python Gold Badge** - [HackerRank](#)
- **Google Data Analytics** - [Certificate](#)