



Krishna Kanhaiya Varshney

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LinkedIn

Kaggle

ABOUT ME

Prospective Data Analyst who strives to pose and answer questions with quantitative-driven insights.

EDUCATION

2013 – 2018 **Integrated B.Tech (CSE) - MBA (Marketing)**
Lovely Professional University

2011 – 2013 **SSC & HSC**
Saraswati Vidya Mandir

PROFESSIONAL EXPERIENCE

- 2021 – 2022 **Area Manager**
ICICI Lombard General Insurance Company Limited
- Analyze business potential, conceptualize & execute strategies to drive sales, and achieve desired targets.
 - To Analyze competition sales data for knowing key factors affecting sales and share it with the team.
 - Preparing an Area Analysis Report and helping the team to correctly target the segmented market.
 - Preparing Insightful Dashboards using Advanced Excel and Power Query to know the area trends and expected growth.
 - Managing teamwork in sync with the corporate set parameters & motivating them for achieving business and individual goals.
- 2019 – 2021 **Senior Business Development Executive**
Bharti Axa General Insurance Company Limited
Responsible for managing Axis Bank's SBB (Small Business Banking) Vertical for insuring customer's Collateral / Stock against sanctioned loans by Axis bank.
- 2018 – 2019 **Executive Trainee**
Bajaj Allianz General Insurance Company Limited
- Taking care of Branch Banking Group as well as ECG Infra vertical GI requirements for HDFC Bank
 - Understanding customer needs as well as creating opportunities for other products also was a key factor in cross-selling.
 - Managing Branch staff as well as creating a good presence helps a lot in closing a good business.

CERTIFICATES

Microsoft Office Specialist

wBPyd-2uza

Data Visualization using Tableau

Machine Learning with Python (ML0101EN)

IBM

R101

IBM

Power BI - Data Analytics Essentials with Power BI



Udemy

Python 101 for Data Science

IBM

Python for Data Science and Machine Learning Bootcamp

Udemy

SKILLS

Microsoft Office

Advanced Excel, Powerpoint, and Word



SQL

MySQL



Data Visualization

Tableau and Power BI



Digital Marketing

Social Media, Email, Analytics, and Affiliate Marketing



Management & Team Leadership

Monitoring and Motivating Team



Python

Numpy, Pandas, Matplotlib, Seaborn, scikit-learn



Power Query & Power Pivot

Data ETL



R

Statistical Modelling



Website Development

Responsive web design and deployment



AWARDS

2017

Northern Region Finalist - 21st Student Management Games

All India Management Association (AIMA)

Teams from various colleges across North Region competed on achieving highest PAT in Business Simulation.

2011

Silver Medal : State Level Handball Championship


Vidya Bharti Akhil Bhartiya Shiksha Sansthan

2016

Second Place : Inter School Singing Competition

Represented School of CSE in Lovely Professional University

INTERESTS

Singing, Playing Instruments, and Music Production  , Photography  , Writing  (Poems & Shayri)

LANGUAGES

English



Hindi



Punjabi

