

Abhishek Lonkar

Business Analyst

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PROFESSIONAL EXPERIENCE

Business Analyst, G2

01/2024 – present

- Utilized K-means clustering algorithms to segment and categorize large datasets from G2 Stack crawler outputs. This approach streamlined the identification of key trends and patterns, leading to more efficient data processing and actionable insights for business strategy development.
- Created and maintained a Looker dashboard for daily reporting on G2 Marketplace metrics, enhancing data visualization and stakeholder decision-making capabilities.
- Spearheaded a key project to inform price negotiation strategies using Vector Autoregression (VAR) and Granger Causality tests. Analyzed time-series data to uncover predictive relationships between market indicators, enabling data-driven decision-making. This analysis significantly enhanced the understanding of external economic factors influencing product pricing, leading to more effective negotiation tactics and favorable pricing outcomes and enableb customers for better price negotiation via our product G2 Track.
- Expertly used Snowflake, Metabase and MS-SQL for data retrieval, enabling in-depth analysis of G2 Stack and G2 Track data.

Data Operations Associate, G2

05/2022 – 12/2023

- Developed and implemented Python scripts to automate data retrieval from LinkedIn via Lixit API and Glassdoor via Coresignal API, successfully integrating external data sources into the company's database. This initiative significantly enhanced data analysis capabilities and supported data-driven decision-making.
- Proficiently resolved Salesforce cases, ensuring effective communication of product requirements and priorities.
- Utilized Python, Selenium, and Google AppScripts to write and deploy multiple web scraping scripts, increasing data collection efficiency and reliability.
- Developed a python code where I scraped from various AWS, IBM, Infor company websites to scrape their product information.
- Automated an internal process of manual work to invalidate vendors in bulk in our backend using python.
- Maintained database to ensure all products and vendors on G2 are accurately represented, as well as done data mapping tasks to ensure accuracy using various scraping tools and own scraping code.
- Process owner of task called category deletion where coordination with different teams is required like market research, engineering and operations.

Programmer Analyst, Cognizant ☘

12/2020 – 04/2022

- Python-Driven Web App Optimization for Levi's: Led the redesign of Levi's web application, employing Python's robust data processing capabilities alongside ASP .Net Entity Framework. This initiative enhanced web app performance by 40%, achieving superior data handling efficiency and user experience.
- SQL-Based Performance Management System Development: Directed a team in building a performance management system, utilizing advanced SQL queries for data aggregation and analysis. This system leveraged data analytics to boost organizational efficiency by 15%, demonstrating the power of data-driven decision-making.
- JavaScript-Enhanced Micro-Services Architecture: Championed an overhaul of the existing web application architecture, integrating JavaScript to develop responsive micro-services. This strategic upgrade resulted in a 30% performance boost, showcasing enhanced scalability and responsiveness.

Research Assistant,

06/2018 – 07/2018

Korea Institute of Science and Technology, KIST

- Assisted in the Smart Highways project, employing statistical methods to analyze vehicle pressure data, influencing future road infrastructure research.

EDUCATION

Bachelor of Engineering (Electronics and Telecommunications),

06/2016 – 05/2020

Vishwakarma Institute of Information Technology ☘

- Engaged in projects and coursework relevant to data analysis and business intelligence.

SKILLS

Programming languages:

Python, JavaScript, C#

Web technologies (Frameworks):

Django, ASP.NET, HTML, CSS

Backend Technologies:

Metabase, DeBeaver, Snowflake, SQL

Analytical:

MS Excel, Google Sheets, Looker

PROJECTS

Game of Guts

08/2017 – 09/2017

- Developed a virtual bidding game, facilitating a successful event with over 240 participants.

Defeat COVID-19

03/2020 – 06/2020

- Developed a web app to track Covid-19 cases, providing real-time heat maps to the public.

Image Colorisation

08/2019 – 02/2020

- Trained a Deep Convolutional Neural Network for image colorization, achieving a 90% accuracy rate.