

MANAS JOSHI

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SUMMARY

Strategic result-driven analyst adept at extracting actionable insights from complex datasets using Statistical Analysis, Dashboard Creation, and data visualization to drive business growth and enhance operational efficiency with data-driven strategies.

PROFESSIONAL EXPERIENCE

General Electric (GE) - Pricing Analyst Intern

Jun 2023 – Present

Promotional and Pricing analysis on electrical appliances

- Harnessed cross-team collaboration for pricing trend analysis, driving a **12%** increase in product margin optimization. Formulated pricing strategy with Technology, Marketing, Sales, Finance teams, and Project managers leading to an impactful **20%** boost in gross profit.
- Migrated and automated data extraction and integration process from **MS Excel** to **Tableau** leveraging **Google Cloud Platform (GCP)** for data management to reduce manual efforts by **80%** and accomplished **100%** task automation through effective time management skills.
- Engineered YoY competitor summary analysis using Tableau to make data-driven decisions on promotional strategies, facilitated a comprehensive comparison of our promotional efforts against competitors, leading to a **30%** increase in promotional effectiveness.
- Utilized intricate **SQL** queries with multiple joins to integrate **7+** tables, yielding in-depth SKU insights. Transformed these insights into tailored pricing strategies, fueling dynamic pricing implementation and an impressive **18%** surge in overall profitability.
- Performed customer-wise and brand-wise comparisons of invested capital and incremental Net Sales Margin (NSM) utilizing **Pivot tables**, **XLOOKUP**, **VBA**, **MACROS**, and **Power Query** delivering **15%** sharper pricing decisions and amplified profitability for the company.

TATA Consultancy Services – Data Analyst

Jun 2021 - Jul 2022

Algorithm analysis and optimization (HPC)

- Designed and implemented GPU-based ML algorithms by working in **Agile** environment, reducing data processing time by **50%** and cutting hardware and infrastructure costs, resulting in faster time-to-market and improved profitability.
- Conducted **Ad hoc** data analysis and developed parallel algorithms for HPC systems to optimize performance by using **Python**, **SQL**, and **Tableau**, resulting in data-driven solutions to research questions demonstrating effective project coordination and resource management.
- Improved business performance by **20%** through the development and maintenance of Tableau and SQL reports, dashboards, and key performance indicators (KPIs) such as **Scalability**, **Speedup**, and **Memory-usage** demonstrating effective planning and timely execution.
- Developed **finance** dashboard in Tableau to track cloud adoption and performance of accounts using cloud consumption data showcasing problem-solving and organizational skills and a focus on actionable insight to enhance overall business performance increasing revenue by **4%**.

PRICING ANALYSIS ACADEMIC PROJECT EXPERIENCE

Connecticut Food Share - Graduate Student Consultant (Capstone)

Aug 2023 – Dec 2023

Donor and Vendor Analysis (Pandas, Excel, Tableau)

- Led donor segmentation analysis, identifying unique donor clusters through **Quality Score**, **RFM** and **Cohort** Analysis. Formulated targeted outreach strategies, attracting new donors with profiles aligned with successful contributors.
- Devised and implemented a strategic **Purchase Guide** using **cost-trend analysis** to identify cost-effective vendors to stabilize year-round donation supplies by leveraging data-informed purchasing decisions.

Walmart Sales (Data mining and Business Intelligence) (NumPy, Pandas, SQL, Power BI, Time-Series Forecasting)

- Conducted a Walmart sales analysis using SQL, NumPy, Pandas, and Power BI to identify trends, patterns, and seasonality in sales data with **420K** records, resulting in the implementation of new pricing strategies and promotional campaigns.
- Engineered data infrastructure, creating Schema, ERD Model, and conducting **EDA** with **60+** intricate SQL queries featuring joins, sub-queries, and aggregates. Translated findings into a Tableau dashboard, offering strategic business recommendations based on identified KPIs.

EDUCATION

Master of Science in Business Analytics and Project Management: University of Connecticut GPA: **3.75/4**

May 2024

Relevant Coursework: Statistics in BA, Data Science using Python, Database management in SQL, Predictive Modeling, Data Mining

Bachelor of Technology in Information Technology: SGSITS GPA 7.87/10

July 2021

Relevant Coursework: Mathematics I and II, Data Mining and Warehousing, Big Data Analytics, Cloud Computing, Machine Learning

SKILLS AND CERTIFICATIONS

Analytical Skills: Statistical Analysis, Data Integration, Cleaning and transformation, Data Modeling, Data Storytelling, Dashboard development, A/B testing, Data Analysis and Visualization, Causal Inferencing, Time Series Analysis & Forecasting, Text Analysis, NLP

Frameworks & Tools: Python (NumPy, Pandas, Scikit-learn, Matplotlib, PySpark), R, SQL, MS Office Suit (Excel, PowerPoint, Word, Access, Teams), Git/GitHub, Google Colab, SAS, Google Analytics, Adobe Analytics, Linux, Alteryx, Informatica

Databases: MYSQL, MongoDB, Google Big Query, Oracle, MariaDB, SSMS

Project Planning and Management: RACI Matrix, Stakeholder and Client Management, MS Project, JIRA, Lucid Chart, Gantt Chart, Kanban, XP

Certifications: Jira Fundamentals Certification (Atlassian), Certified skills in SQL (Basic) (HackerRank), Introduction to Tableau (Data Camp)