

MD NIYAZ AHMAD

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With a background in Bachelor of Computer Applications and 6.6 years of experience in the banking sector, I bring strong expertise in Excel, Python, MySQL, and data visualization tools such as Power BI and Tableau to uncover actionable business insights. I am an analytical and results-driven professional transitioning into Business Intelligence roles, with a proven ability to manage large datasets, generate impactful dashboards and reports, and support data-driven decision-making. My experience includes enhancing operational efficiency and delivering high-quality solutions in fast-paced, agile environments

TECHNICAL SKILLS

• Power BI Desktop	• Advanced Excel	• Tableau	• Data Modelling
• MS Office	• MySQL	• Databases	• Data Visualization
• Power Query	• Python	• Data Cleaning	• Data Storytelling

WORK EXPERIENCE

Data Analyst (Consultant) Self-Employed at Klik2home Services, Bengaluru	11/2024 – Till Now
<ul style="list-style-type: none">Transformed large volumes of raw business data into clean, structured formats using Excel and Power BI, enabling efficient analysis and reporting.Designed and developed dynamic Power BI dashboard to simplify complex datasets and deliver clear, actionable insights.Automated recurring reporting tasks using Excel macros and power Query, reducing manual effort and improving consistency.Delivered training and documentation to empower branch managers and field agents to interpret dashboards and act on insights independently.Integrated data from CRM, Bank APIs, fields agent apps, and internal loan systems into a single reporting layer-giving leadership a 360 view of operations.	

Sales Manager IDFC First Bank /ICICI BANK / SBI Cap Securities - Bengaluru	02/2019 – 08/2024
<ul style="list-style-type: none">Demonstrated ability in developing and executing sales and marketing initiatives to drive business growth. Experienced in managing operations with a strong focus on profitability and optimal resource utilization.Proactive leader and planner with expertise in market planning, execution, and pre-sales, combined with strong skills in staffing and targeted marketing. Adept at streamlining workflows and fostering teamwork to drive profitability.Skilled in developing marketing strategies to enhance business growth while effectively leading and managing sales executives.A strong communicator and quick learner with the ability to recognize and apply effective tactics. Skilled in building strong relationships and demonstrating excellence in customer coordination.Proven ability to manage teams in alignment with organizational objectives, motivating them to achieve business goals. Strong analytical, problem-solving, and organizational skills, with a flexible and detail-oriented approach.Managing retail channel operations with a focus on acquiring new clients.Leading a sales team to drive client acquisition through open market channels, builders, and brokers.Cross-selling value-added products such as insurance to enhance revenue streams.Conducting product and sales training sessions for sales teams and support staff.Recruiting, mentoring, and developing team members to achieve business targets.Handling client escalations and resolving issues promptly to ensure high customer satisfaction.	

PROJECTS - INTERNSHIP

Axon Healthcare by AI Variant Excel Power BI Tableau MySQL
<ul style="list-style-type: none">Analyzed healthcare datasets across all countries, evaluating performance metrics based on Doctors, Patients, and Treatment.Developed reports and dashboards using Excel, Power BI, Tableau, and SQL to provide actionable insights on country-wise operations and overall performance and revenue.
High Cloud Airlines by AI Variant Excel Power BI Tableau MySQL
<ul style="list-style-type: none">Analyzed High Cloud Airlines datasets across all countries, evaluating performance metrics based on passengers, airports, and aircraft.Developed reports and dashboards using Excel, Power BI, Tableau, and SQL to provide actionable insights on country-wise operations and overall airline performance.
Superstore Sales Analysis Power BI Tableau
<ul style="list-style-type: none">Developed a 4-year sales and profit trends report highlighting top 5 sub-categories, leveraging Power Query for data cleaning, DAX measures, and visualizations using charts, tables, cards, and filters.The Superstore Report provides a comprehensive analysis of business performance, covering overall sales, profit margins, return rates, and detailed breakdowns by product category, sub-category, geographic location, and customer segment. It

also highlights historical profit trends and identifies top-performing products.

EDUCATION

Bachelor of Computer Applications

Bharathidasan University

07/2013

COURSE WORK

- Business Analyst – EXCELR

ACHIEVEMENTS

- Business Analyst – EXCELR
- Sales Award – ICICI Direct
- Best Team Leader Award – HDFC Sales
- Appreciation Award – Indiabulls

PERSONAL DOSSIER

- Father Name: Md Razi Ahmad
- Mother Name: Monabber Begam
- Date Of Birth: 15th Dec 1989
- Marital Status: Married
- Nationality: Indian
- Aadhar No.: XXXX XXXX 6034
- Passport No.: H2505777
- Pan Card No.: AREPA5587D

Bangalore

Date:

Md Niyaz Ahmad