

VAIBHAV NAGPAL

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Career Objective

To secure a challenging role in a dynamic organization where I can utilize my analytical skills, persuasive abilities, and motivation to excel in achieving targets while fostering positive relationships with colleagues. As a kind and reserved individual with a touch of humour and creativity, I am confident that my ability to connect with people once I click, coupled with my passion for motivating others and myself, will enable me to make a valuable contribution to the growth and success of the organization.





Academic Qualification

BEMBA (Mechanical, Business Analytics and Marketing)	2019-24	Thapar Institute of Engineering and Technology, Patiala	7.51	CGPA
CBSE (Class XII)	2019	Modern Vidya Niketan, Faridabad	72.4	Per cent
CBSE (Class X)	2017	Modern Vidya Niketan, Faridabad	8.4	CGPA

Projects

- **Data Analytics using Power BI.** (January 2023)
Tasks Completed include:
 - **Visualized** customer and agent behaviour using call centre trends.
 - **Defined KPIs** in customer demographics and insights for **customer retention**.
 - **Defined KPIs** in gender balance in the executive suite for diversity and inclusion.
- **Account Data Analysis and Overcoming Sales objections.** (October 2022)
Tasks Completed include:
 - **Analyzed** data about accounts to identify **key trends** and opportunities for **sales growth** and **communicated** insights.
 - **Studied** how to respond to objections raised during the sales process that helped close the sale.
- **Developing an integrated marketing plan and Framing the business scenario.** (July 2022)
Tasks Completed include:
 - **Built** a **strategy** for a comprehensive plan that was both **innovative** and powerful enough to advertise the company's offering and offer captivating and relevant storytelling.
 - **Drafted quantitative** and **qualitative** questions that would be important and relevant to the **CEO** and **CMO**.

Certification Courses

- **Data Science with Python** by Simplilearn. (16/02/2023) (68 hours) 
- **The Fundamentals of Digital Marketing** by Google. (03/02/2023) (40 hours) 
- **Google Analytics** Individual Qualification by Google. (19/01/2023) (6 hours) 
- **Financial Data Analytics with Excel and Power BI** by RAD TechPro. (2022) (25 hours)
- **Data Visualization** using **Tableau** by CTD, TIET. (2022) (20 hours)
- **Business Analytics** Edge with **Python** by Skilledge. (2022) (50 hours)
- **Power Business Intelligence** by CTD, TIET. (29/04/2022) (25 hours) 

Skills

- **Soft Skills:**
Active Learning, Creative Thinking, Problem-Solving, Critical Thinking, and Collaboration.
- **Hard Skills:**
Data Mining(Advanced), Data Visualization(Advanced), Data Analyzing(Advanced),
Data Warehousing(Advanced), Probability and Statistics(Advanced).
- **Tools Skills:**
Python(Advanced), SQL(Advanced).