

Naveen Varjani

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PROFESSIONAL SUMMARY

With extensive experience in customer engagement, currently transitioning into the data science field. Developed expertise in Excel, SQL, and Power BI. Passionate about leveraging the industry knowledge and data analytics skills to solve business challenges, uncover insights, and drive data-driven decision-making.

EDUCATION

Bachelor of Pharmacy (Pharmaceutical Science)	2017 - 2022
Rajasthan University of Health Sciences	Grade: 7.44/10.0
Intermediate (Class XII)	2016 - 2017
Rajasthan Board of Secondary Education	Grade: 80.4%
Matriculation (Class X)	2014 - 2015
Rajasthan Board of Secondary Education	Grade: 86.17%

EXPERIENCE

Healthcare Executive Pfizer Ltd	April 2024 - Present <i>Jaipur, Rajasthan</i>
<ul style="list-style-type: none">Analyzed sales performance data to identify trends and suggest actionable strategies for improving regional outcomes.Collaborated with cross-functional teams to enhance customer engagement by 65% using data-backed insights.Used Excel and Power BI to monitor key performance indicators and prepare visual reports for management.	
Business Officer Zuventus Healthcare Ltd	May 2023 - April 2024 <i>Jaipur, Rajasthan</i>
<ul style="list-style-type: none">Achieved sales targets by analyzing territory-specific data and implementing tailored strategies.Monitored competitor trends and provided data-driven recommendations to improve market positioning.Prepared weekly reports using Excel to track sales performance and identify improvement areas.	

PROJECTS

IPL Team Analysis - RCB , (Github) (Demo)	February 2025
<ul style="list-style-type: none">Utilized advanced data analysis to identify key player performances, team strengths, and auction strategies using SQL queries.Analyzed batting averages, strike rates, and bowling economies to optimize player selection.Examined home-ground advantage (win rate: 58.3%) and toss impact (win rate: 54.6%), aimed at strengthening RCB's squad for better IPL performance.Recommended retaining top players, recruiting death-over specialists (economy: 10.9), and prioritizing all-rounders for balance	
IT Ticket Analysis , (Github) (Demo)	December 2024
<ul style="list-style-type: none">Utilized advanced data visualization techniques to present insights such as resolution times, ticket volumes, and customer satisfaction.Integrated multiple performance metrics, such as priority vs. resolution time, severity vs. ticket count, and issue types.Enabled interactive filtering and drill-down analysis for improved decision-making using tools like Excel.Delivered insights to optimize resource allocation, improve resolution times, enhanced customer satisfaction ratings by 5%.Presented data trends spanning five years, identifying a 123% increase in IT ticket volumes and stable resolution rates.	

CERTIFICATIONS

Professional Certification Course in Data Science , Newton School (Link)	December 2024
<ul style="list-style-type: none">Learned advanced analytical functions, including data cleaning, sorting, filtering, and creating pivot tables.	

- Gained expertise in SQL, Excel, Power BI also using nested formulas for data analysis.
- Built hands-on experience in visualizing data using charts and graphs to extract actionable insights.

SKILLS

Computer Languages: SQL

Data Tools: Power BI

Software Packages: MySQL, Excel

Soft Skills: Communication Skills, Teamwork

Others: Analytics, Spreadsheet

EXTRA-CURRICULAR ACTIVITIES

- Participated in **industrial training** during the final year of your bachelor of pharmacy degree, focusing on production and quality control processes.
- Actively contributed to **community health initiatives** or patient awareness campaigns during pharmacy roles.
- Participated in **sports activities** like Badminton and Kho-Kho during school and college, emphasizing teamwork and discipline.
- Engaged in **NSS activities** during senior secondary school, contributing to community welfare initiatives.