

Rohit Mitra

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Objective

Passionate and detail-oriented Data Analyst with hands-on experience in Python, SQL, Excel, and Power BI. Adept at transforming raw data into actionable insights that drive business growth. Seeking to leverage analytical skills and technical expertise in a dynamic and challenging environment.

Education

Bachelor of Commerce (B.Com)

University of Mumbai, Mumbai, Maharashtra

Completed in 2018

Certifications

Data Science Certification

Career era, Completed in April 2023

[Certification Link]

Skills

- **Technical Skills:** SQL, Excel, Power BI, Python
 - **Data Analysis:** Data Cleaning, Data Visualization, Statistical Analysis, Dashboard Creation
 - **Soft Skills:** Problem-Solving, Attention to Detail, Communication, Team Collaboration
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Professional Experience

Sales Associate

HDFC ERGO, Mumbai-Bhandup

Oct 2020 – Present (Almost 4 years)

- Managed client relationships and provided tailored insurance solutions to meet diverse customer needs.
- Analysed sales data to identify trends and opportunities for growth.

- Developed and implemented strategies to achieve sales targets and improve customer satisfaction.
 - Collaborated with team members to enhance sales processes and optimize performance.
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Projects

1. **Real-Time Insurance Sales Dashboard (Power BI)**
 - Developed a real-time sales dashboard using Power BI to track key performance indicators.
 - Analysed sales data and highlighted trends that could help increase overall sales performance.
 2. **E-Commerce Sales Analysis (Python)**
 - Conducted a comprehensive analysis of e-commerce sales data using Python.
 - Derived actionable insights on customer behaviour, product performance, and demographic trends to inform business strategies.
 3. **Pizza Sales SQL Project**
 - Analysed pizza sales data using SQL queries and functions.
 - Generated insights on total orders, revenue, popular pizza types, and sales trends to improve business outcomes.
 4. **Hotel Booking Dashboard (Excel)**
 - Created a detailed Excel dashboard to analyze hotel booking data.
 - Provided insights into booking patterns, customer demographics, and room utilization to enhance business decision-making.
 5. **Python Online Food Order Project**
 - Analysed customer behaviour in online vs. offline food orders, identifying that most customers prefer offline orders for restaurants but choose cafes for online orders.
 - Provided insights into restaurant preferences based on customer ratings and order patterns.
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Activities and Societies

- **Cultural Participation:** Active involvement in dancing, singing, and poetry at various cultural and literary events.
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Regards,
Rohit Mitra