



Rajan Nishad

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Skills

- **Data Analysis & Visualization:** Excel, Power BI, Tableau, Matplotlib, Seaborn
- **Database Management:** Skilled in MySQL, PostgreSQL, Oracle, SQL Server
- **Programming & Scripting:** Python (Pandas, NumPy, Scikit-learn), C++, Javascript, React JS
- **Soft Skills:** Problem-Solving, Critical Thinking, Communication Attention to Detail

Projects

- **Sales Analysis and Forecasting Dashboard** - Utilized historical sales data (over 3 years) to create a predictive dashboard in Power BI. - Achieved 25% increase in reporting efficiency by automating monthly sales trend analysis. - Improved decision-making for the marketing team by providing a forecast with a 90% accuracy rate.
- **Customer Segmentation for E-commerce Platform** - Applied clustering techniques in Python to categorize customers based on purchase behavior and demographics. - Helped marketing team target high-value customer segments, resulting in a 20% increase in targeted campaigns' effectiveness. - Created a comprehensive dashboard in Power BI to visualize customer segments and purchasing patterns.
- **Inventory Management Analysis** - Developed an inventory management model using Excel and SQL to track stock levels and identify restocking needs. - Reduced stockouts by 15% and decreased excess stock holding by 10% through data-driven optimization. - Ensured a smoother supply chain operation by integrating Power BI for real-time tracking.
- **Churn Prediction Model for Subscription Service** - Designed and implemented a logistic regression model in Python to predict customer churn. - Achieved 85% prediction accuracy, which enabled proactive retention strategies, reducing churn by 10% over 6 months. - Presented findings through a Power BI dashboard, enabling business insights and customer retention actions.

Work Experience

- Rays Biotech** - (Mumbai, Maharashtra)
May-2025 -
- Created and managed engaging social media content across platforms (e.g., Instagram, Facebook, LinkedIn) to enhance brand visibility and customer engagement.
 - Developed and maintained updated product listings with detailed descriptions, specifications, and high-quality visuals.

Professional Achievements

- Deloitte** Australia Data Analytics Job Simulation on Forage - April 2025 [↗](#)
- Completed a Deloitte job simulation involving data analysis and forensic technology
 - Created a data dashboard using Tableau Used Excel to classify data and draw

- Harvard University** Professional Courses
- CS50's Introduction to Artificial Intelligence with Python [↗](#)

- Columbia University** Professional Courses
- Prompt Engineering & Programming with OpenAI 3 [↗](#)

- IBM** Professional Courses
- Machine Learning With Python [↗](#)
 - Data Engineering [↗](#)

- Oracle Cloud Infrastructure** Professional Courses
- AI Foundations Associate [↗](#)
 - Data Science [↗](#)

Education

- Bachelor of Science in **Data Science** | **Kes Shroff College, Mumbai** | 2024
- **HSC** Maharashtra Board | 2024 | 50%
- **SSC** Maharashtra Board | 2022 | 85%