

# SAURAV P. SHEJWAL

Mumbai, India | +91-8433851466 | sauravshejwal@gmail.com

 LinkedIn

 GitHub

 Portfolio Website

## PROFESSIONAL SUMMARY

Data Analyst with hands-on experience in **SQL, Python, Power BI, and Excel**, specializing in revenue analysis, profitability evaluation, and KPI reporting. Delivered **18% forecasting accuracy improvement** and reduced reporting effort by **40%** through automated dashboards. Strong focus on translating raw data into actionable business insights that support strategic decision-making.

## CORE SKILLS

**BI & Reporting:** Power BI (DAX, Power Query, dashboards), Excel (Pivot Tables, XLOOKUP/VLOOKUP, SUMIFS, charts)

**Programming & Databases:** Python (Pandas, NumPy, Scikit-learn, Matplotlib), SQL / PostgreSQL (joins, CTEs, window functions)

**Analytics & Methods:** Customer analysis (RFM segmentation), KPI tracking, data cleaning, data validation


**Tools & Workflow:** Git, GitHub, Jupyter Notebook, VS Code, Google Analytics

## INDUSTRY PROJECT EXPERIENCE

**Project Coordinator | Solar PV Energy Forecasting Model** Nov 2024 – May 2025  
*EnergiSpeak Analytics Pvt. Ltd. (Academic/Industry Capstone Project)* Navi Mumbai, India

- Built an SVR-based forecasting model on weather and IoT sensor data, improving energy demand prediction accuracy by **18%** and enabling proactive generation planning.
- Designed automated **Power BI dashboards** with DAX measures and dynamic KPIs, reducing monthly manual reporting workload by **40%** for non-technical stakeholders.
- Led coordination of a 4-member cross-functional team across data preparation, modeling, and executive reporting.

## ANALYTICS PROJECTS

**Customer Churn Prediction & Risk Analysis**  GitHub

*Python (Pandas, Scikit-learn), Logistic Regression, Seaborn, Statistical Analysis*

- Built a **Logistic Regression** model predicting customer churn with **79% accuracy** on **7,000+** records; performed data cleaning and One-Hot Encoding on categorical features.
- Identified **Fiber Optic** service and **Month-to-Month** contracts as primary risk factors, determining they increase churn probability by **2x** compared to DSL users.
- Translated model coefficients into actionable retention strategies through feature importance visualization using Seaborn.

**Superstore Sales Performance & Profitability Analysis**  GitHub

*Python (Pandas, Matplotlib, Seaborn), Exploratory Data Analysis, Business Intelligence*

- Analyzed **51,000+ global retail transactions** across 3 years to evaluate revenue concentration, time-series sales growth, and category-level profitability.
- Identified revenue vs profit gaps, revealing loss-making sub-categories and margin leakage areas impacting overall performance.
- Performed product contribution and time-series aggregation analysis to isolate top **10 revenue-driving products**.
- Conducted sales vs profit correlation analysis to quantify discount-driven margin erosion and identify high-risk revenue segments.

**E-Commerce Sales & Customer Analytics**  GitHub

*Python, SQL, Power BI, RFM Segmentation*

- Analyzed **200,000+ e-commerce transactions** using SQL (joins, aggregations, CTEs) and Python; developed interactive Power BI dashboards reducing stakeholder decision time by **30%**.
- Applied **RFM segmentation** to classify high-value customers and identified pricing trends projecting **12–15% of potential revenue uplift**.

## EDUCATION

**Bachelor of Engineering in Electronics & Telecommunication**

SIES Graduate School of Technology, Mumbai University

Dec 2021 – Dec 2025

Navi Mumbai, India

## VIRTUAL EXPERIENCE: JOB SIMULATIONS

- Tata Group Gen AI Powered Data Analytics:** Analyzed sales data and built executive dashboards; presented data-driven recommendations to senior leadership.
- Deloitte Data Analytics:** Cleaned and modeled business data in Excel; created dashboard visualizations for client reporting.
- J.P. Morgan Quantitative Research & Software Engineering:** Completed quantitative research simulation involving data analysis and pricing model evaluation.