

# SAURAV P. SHEJWAL

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[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

Dec 2021 – Dec 2025

SIES Graduate School of Technology, Mumbai University

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.