

# SHIVANI KALE

Amravati, Maharashtra

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[github.com/shivani7378](https://github.com/shivani7378)

**Portfolio Link:** [shivani7378.github.io](https://shivani7378.github.io)

## TECHNICAL SKILLS

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- **Programming Languages and Databases:** SQL, Python, Machine Learning
- **Data Visualization Tools:** Microsoft Power BI, Advanced Excel (Pivot Tables, VLOOKUP, Charts), Power Query, DAX (Data Analysis Expressions)
- **Analysis Techniques:** Statistical Analysis, Exploratory Data Analysis (EDA), Dashboard Creation, Business Recommendations

## PROJECTS

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### Amazon Sales Data Analysis | *SQL* | [link](#) | **August 2024**

- Analyzed over **10,000 sales records** from Amazon's database using **SQL** leading to a **20% increase in sales** and enhanced data-driven decision-making.
- Conducted over **30 ADHOC analyses**, delivering timely insights that improved operational decisions and business performance.
- Reduced operational costs by **15%** through process optimization and cost analysis.

### Chocolate Sales Analytics | *SQL, Power BI* | [link](#) | **September 2024**

- Analyzed over **1,500 chocolate sales records** to identify customer preferences, seasonal trends, and revenue-generating products, resulting in actionable insights.
- Designed an interactive **Power BI** dashboard to visualize key performance indicators (KPIs), leading to a **15% increase in sales**.
- Optimized inventory management using insights on top-performing products and high-revenue cities, improving profitability.

### OTP Verification System | *Python* | [link](#) | **November 2024**

- Developed a secure OTP generation system in **Python**, improving user authentication accuracy to **99%**.
- Implemented email-based verification across major platforms, improving efficiency and user experience.
- Reduced verification time by **30%**, increasing process efficiency and reducing errors.

### Laptop Price Prediction | *Machine Learning* | [link](#) | **December 2024**

- Developed a machine learning model with an **accuracy of 91%** for predicting laptop prices, leveraging **10,000+ data points** in **Python**.
- Reduced prediction error by **30%** through model fine-tuning and feature engineering.
- Provided actionable pricing insights, resulting in a **25% improvement in pricing strategy**.

## CERTIFICATIONS

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### Odin School Data Science Boot Camp | [link](#) | **May 2024 – Nov 2024**

- Completed advanced coursework in **Python, SQL, Power BI, and Machine Learning**.
- Gained hands-on experience in **data wrangling, data visualization, and predictive modeling**.

## EDUCATION

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**Degree College of Physical Education, HVPM**  
*Bachelor of Computer Science*

**Aug. 2018 – Sep 2021**  
*Amravati, Maharashtra*