# Vaibhav Gupta

# **Summary**

Experienced Data Analyst with strong expertise in Power BI, SQL, and Python, specializing in building dynamic dashboards, automating data pipelines, and delivering real-time business insights. Proven success in fintech, banking, and consulting projects with a focus on KPI tracking, performance analysis, and process optimization.

#### **Merchant Dashboard**

**Overview:** Built interactive Power BI dashboard to track GMV, transactions, and regional performance across different merchant categories.

#### **Data Preparation:**

- **1.** Used both Import and DirectQuery modes based on refresh needs & connected Power BI using Folder Connector.
- 2. Extracted data via SQL (AWS Athena) transformed using Python (pandas).
- 3. Automated pipelines using Airflow/cron, stored outputs in S3/local folders.

# **Projects**

#### **Data Analysis:**

- 1. Performed segmentation by merchant type, payment method, and region.
- 2. Created DAX measures for GMV trends, YoY comparison, and performance scoring.

#### **Results:**

Eliminated manual reporting (100% automation) & delivered deeper insights into regional and category performance.

### **Banking KPI Dashboard**

**Overview**: Developed a real-time Power BI dashboard to monitor key banking KPIs like loan disbursal, customer onboarding, SLA adherence, and branch productivity.

#### Data Preparation:

- 1. Connected to MariaDB using DirectQuery for live transactional data.
- 2. Integrated Excel-based MIS via SharePoint live connection.
- **3.** Transformed data in Power Query: removed duplicates, handled nulls, unified formats, applied conditional columns for risk and product grouping.

#### **Data Analysis:**

- 1. Built DAX for Loan Approval Rate, SLA Compliance %, Cross-sell Ratio, and Onboarding Time.
- **2.** Enabled drill-down analysis by zone  $\rightarrow$  region  $\rightarrow$  branch using slicers and hierarchies.

#### **Results:**

Enabled real-time SLA tracking which contributed to a 20% increase in quarterly target achievement and enhanced operational transparency.

#### **Sales Performance Dashboard**

**Overview**: Designed a Power BI dashboard to track sales performance, target achievement, and campaign effectiveness across territories and product lines.

### **Data Preparation:**

- 1. Extracted data from SQL Server, created SQL views and joined multiple tables.
- 2. Built a star schema model with dimension tables for products, agents, regions, and time.

# Data Analysis:

- 1. Created DAX measures for Conversion Ratio, Average Deal Size, Revenue Growth %, and Lead-to-Close Time.
- 2. Implemented dynamic visuals for sales funnels, monthly revenue trends, and territory comparisons.
- **3.** Used time intelligence functions (e.g., TOTALYTD, SAMEPERIODLASTYEAR) for trend analysis.

## **Results:**

Identified low performing regions and sales gaps which improved accuracy and optimized resource allocation through data-driven insights.

Education &
Technical
Skills

Education: Birla Institute of Technology, Mesra (2017–2021)

B.E. – Electronics & Communication Engineering (ECE) | GPA: 6.93

12th | 74.2%, 10th | 70.3%

Skills: MySQL, PSQL, Python, PowerBI, Linux (EC2 Server), Airflow, AWS (Athena, S3), Jira, Redash, MS-Excel, PowerPoint

