

VIKASH KUMAR

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EDUCATION

Post Graduation: MCA (2024-26)
(Currently Pursuing from
VGU Jaipur)

Graduation: BCA (2019-2023)
Magadh University, Bodhgaya
Percentage:- 75.0%

Intermediate: 2017-19
GOVT.H/S, kauakol, Nawadah,
(BSEB, Patna)
Percentage: 69.0%

Matriculation : 2017
High School kawakol, Nawadah
(BSEB, Patna)
Percentage: 67.0%

SKILLS

- Problem Solving
- Strategic thinking
- Team Work
- Excellent Communication

LANGUAGE

- English
- Hindi

HOBBIES

- Learn New Things
- Cricket
- Listening Music

OBJECTIVE

To secure a Sales Operations role where I can leverage my proficiency in data analysis, advanced Tableau dashboarding, and Excel/Google Sheets automation to streamline sales processes, provide actionable insights, and directly contribute to achieving revenue targets.

TECHNICAL SKILLS

- Data Visualization: Tableau (Dashboard Creation), Power BI
- Data Management: Microsoft Excel (Advanced), Google Sheets
- CRM Tools: Salesforce/HubSpot (Basic Functionality & Reporting)
- Process Tools: Process Mapping, Google Workspace, Data Validation
- Reporting: Sales Forecasting, KPI Tracking, Automation using Formulas (VLOOKUP, INDEX-MATCH, Macros)

CERTIFICATIONS

- Tableau Desktop Specialist Certification
- Advanced Microsoft Excel for Business Analytics
- Sales Operations Fundamentals (or Sales Cloud Basics)

PROJECTS

Lead-to-Opportunity Conversion Analysis

- Generated a detailed report in Excel using Pivot Tables and Charts to identify bottlenecks in the sales conversion cycle.

Sales Performance and Trend Dashboard

- Developed an interactive Tableau/Power BI dashboard connecting SQL/CSV data to track sales KPIs and identify trends for inventory optimization.

COVID-19 Global Data Analysis

- Cleaned public data in Python/Excel and conducted statistical analysis to correlate infection, vaccination, and mortality, visualizing the impact over time.

Web Scraping and Product Price Analysis

- Used Python's Beautiful Soup to scrape product data into a MySQL database, analyzing pricing patterns for competitive market insights.