

Jai Chandra Chary Valavoju

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PROFESSIONAL SUMMARY

Data Analyst with experience delivering revenue-focused insights for Fortune 500 retail and enterprise clients. Skilled in SQL, Python, Excel, and Power BI to translate complex consumer behavior data into executive-level decisions. Specialized in segmentation, behavioral analysis, and performance optimization

EDUCATION

Bachelor of Technology (Computer Science) St Mary's Group of Institutions	2019 - 2023 Grade: 6.5/10.0
Intermediate (Class XII) Little Flower Junior College	2017 - 2019 Grade: 5.9/10.0
Matriculation (Class X) Naagarjuna High School	2016 - 2017 Grade: 8.2/10.0

EXPERIENCE

Research Analyst Numerator October 2024 - January 2026
Hyderabad

- Delivered 50+ executive-level KPI reports and dashboards for Fortune 500 retail and enterprise clients (Target, Walmart), enabling data-driven pricing, product placement, and campaign decisions that drove measurable improvements in consumer purchase rates
- Cross-collaborated with US consulting team to present actionable insights and recommendations, supporting client engagements and contributing to consistently high client satisfaction scores on delivered reports
- Optimized multiple SQL queries for Target's retention and loyalty tracking reports using pre-aggregation strategies and window functions (LEAD/LAG), reducing execution time from 2+ minutes to 25-35 seconds on 1M-record datasets
- Analyzed seasonal demand patterns and YoY category growth using time series trend analysis, enabling inventory planning and promotional recommendations aligned to historical buying patterns for Walmart Christmas Sales FY2025
- Reduced repetitive report production time from several hours to under one minute through single-click automation, improving team efficiency by 40% and ensuring 100% accuracy and visual consistency across client deliverables.

Customer Support Representative Foundever August 2023 - January 2024
Hyderabad

- Handled 40-50 customer interactions daily in high-pressure financial support environment, maintaining service quality and resolution standards.
- Ensured accurate documentation of customer payment histories and repayment commitments within Salesforce CRM, maintaining data integrity across financial records. Verified balance calculations and repayment schedules using Excel-based tracking sheets to minimize discrepancies and reporting errors.

PROJECTS

HSBC Bank Churn and Retention Analysis Report ([Github](#)) January 2024

- Designed and built a SQL-based analytical CRM model by integrating customer demographics, transaction, credit, and churn datasets using joins and relational schema design.
- Conducted root cause analysis of customer churn by segmenting users across geography, credit score bands, age brackets, tenure, and product usage, identifying high-risk segments with elevated exit rates.
- Applied advanced SQL techniques including CTEs, window functions (RANK), conditional aggregation, and correlation analysis to derive churn patterns and customer behavior insights.
- Diagnosed high-risk churn segments driven by inactivity, older age groups, geographic concentration, and credit profile variations, enabling targeted retention strategy.

Global Health Expenditure Analysis ([Demo](#)) October 2023

- Transformed the unstructured data and connected all the fact and dimension tables accordingly through data modeling.
- Created an insightful dashboard with geographic visuals to show countries part of health expenditure, Y-o-Y health expenditure spend, countries with highest and lowest expenditure, correlation between health and GDP.

- Built excel dashboard to visualize core insights, KPIs (e.g., Click-through rates, conversion rates), saving 10 hours per week of manual reporting work.
- Analyzed customer demographics and behavior using pivot tables and CRM data to optimize target audience messaging, increased email open rates by 25% and click-through rates by 15%.

CERTIFICATIONS

SQL (Advanced) HackerRank ([Link](#))

January 2026

I began working on SQL problems on HackerRank in 2023, and over time my problem-solving skills improved significantly. Through consistent practice, I progressed from clearing the SQL Basic and SQL Intermediate certifications to ultimately earning the SQL Advanced certification. Along the way, I solved 100+ SQL problems and achieved a 5-star rating in SQL, which reflects both my technical growth and my disciplined learning approach.

Inventory Management Foundations LinkedIn ([Link](#))

July 2025

Completed **Inventory Management Foundations** certification from LinkedIn Learning, gaining practical knowledge of inventory control principles, including EOQ and reorder point calculations, safety stock determination, inventory performance metrics (inventory turnover, DIO, fill rate), GRN (Goods Receipt Note) processes, and hands-on problem-solving for stock optimization, demand variability, and cost reduction.

Data Analyst Newton School ([Link](#))

January 2024

Solved more than 100 problems in every module this gave me strong foundation and understanding on Analysing different problems and visualize things and situation and build strong problem solving skills

SKILLS

Computer Languages: Python, SQL, SQL, Python

Data Tools: Power BI, Power BI

Software Packages: Pandas, Excel, MySQL, Excel

Soft Skills: Public speaking, Verbal/nonverbal communication, Written communication, Decision-making, Teamwork, Critical Thinking, Presentation Skills, Communication Skills

Others: Agile Methodologies, Microsoft Office, Spreadsheet, Analytics

EXTRA-CURRICULAR ACTIVITIES

Gold medal in district level kick-boxing

Twice silver medal state level kick-boxing

Twice Bronze medal Open-National level boxing