

Jai Chandra Chary Valavoju

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PROFESSIONAL SUMMARY

Business Data Analyst with hands-on experience transforming large datasets into actionable insights and executive dashboards. Delivered 50+ KPI reports for Fortune 100 retail clients via Numerator, supporting pricing and campaign decisions. Skilled in SQL, Power BI, and Excel with a focus on driving business performance in data-driven environments.

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 October 2024 - January 2026
Numerator *Hyderabad*

- Collaborated with US-based consulting teams to define KPIs, gather requirements, and align analytics outputs with client business objectives
- Analyzed 2M+ transactional retail records using SQL (CTEs, window functions) to extract category, demographic, and regional sales data for Fortune 100 clients
- Structured and validated large-scale retail datasets to ensure accuracy and consistency for downstream analysis and reporting
- Conducted shopper segmentation and behavioral analysis (impulse vs planned buying, frequency, category preference) to derive actionable consumer insights
- Identified top-performing products, seasonal demand patterns, and regional trends, supporting inventory planning and promotional strategies for events like Black Friday
- Performed customer segmentation and loyalty analysis using SQL, identifying high-value and at-risk segments to support retention and targeting strategies
- Delivered 50+ executive-level KPI dashboards and reports using SQL, Excel, and Power BI, enabling data-driven pricing and campaign decisions
- Analyzed survey and market research data using advanced Excel and PowerPoint to uncover customer preferences, purchase drivers, and engagement patterns
- Optimized SQL queries for retention and loyalty reports using pre-aggregation and window functions (LEAD/LAG), reducing execution time from 2+ minutes to 25-35 seconds on 2M+ records datasets
- Automated reporting workflows using AI tools, reducing manual effort from 4 hours to under 1 minute (95% time reduction) and improving team productivity

Customer Support Representative August 2023 - January 2024
Foundever *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.

Marketing Campaign Analysis - Excel ([Demo](#))

September 2023

- 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

- Earned SQL Advanced certification on HackerRank with a 5-star rating
- Solved 100+ SQL problems, demonstrating strong problem-solving and query optimization skills

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

July 2025

- Completed Inventory Management certification covering EOQ, safety stock, and inventory KPI's
- Applied concepts for stock optimization, demand variability, and cost reduction

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

January 2024

- Built strong foundations in data analytics from Excel to SQL through structured learning and real world projects
- Solved 100+ problems across modules, strengthening problem-solving, analytical thinking, and data visualization 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