Lukose Jacob

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PROFESSIONAL SUMMARY

Aspiring Data Scientist with a strong foundation in Computer Science (B.Tech, CET) and a PGDM from XLRI Delhi-NCR. Passionate about leveraging the new oil, data, to drive smarter and faster decisions. Hands-on with tools like SQL and Spreadsheets for extracting insights and building actionable business solutions.

EDUCATION

Postgraduate Diploma (Management)

XLRI Delhi-NCR

Bachelor of Technology (Computer Science)

College of Engineering Trivandrum

Grade: 5.65/8.0 2018 - 2022

2023 - 2025

Grade: 9.64/10.0

EXPERIENCE

Data Analyst

Skope Kitchens

September 2025 - Present Bengaluru

- Managed end-to-end data operations for 8+ brands, overseeing data collection, cleaning, validation, and reporting to ensure high accuracy, consistency, and reliability across all business functions.
- Conducted comprehensive food costing and actively supported menu engineering, analysing ingredient-level costs, profitability trends, and product performance to guide strategic pricing and menu optimization decisions.
- Prepared detailed weekly and monthly performance reports for upper management, transforming raw operational data into clear insights and visual summaries that supported strategic planning and business reviews.
- Performed in-depth inventory analysis using sales projection and consumption patterns, identifying inefficiencies, preventing stock discrepancies, and significantly reducing wastage and spoilage through data-driven forecasting and process improvements.

PROJECTS

Chinook Music Store (Github)

July 2025

- Designed a comprehensive data analysis strategy for **Chinook Music Store** by querying and auditing a **multi-table relational database** to evaluate sales, customer behavior, and product performance across regions.
- Analyzed **59 customer records and 4,500+ transaction lines across 24 countries**, uncovering key insights on churn, customer lifetime value (CLV), geographic revenue patterns, and high/low-performing segments.
- Built SQL-powered tables to visualize churn trends, product affinity (genres, artists, albums), and segment customers.
- Utilized MySQL Workbench for advanced querying, joining multiple tables to assess purchasing behavior, regional risk profiling, and revenue contribution, enabling actionable segmentation.
- Delivered strategic business recommendations and a stakeholder-ready presentation, outlining customer retention strategies, high-value market regions, and promotional priorities aligned with product affinity insights.

Zomato Restaurants Analysis (Github)

May 2025

- Designed a complete market expansion strategy for Zomato using a dataset of 9,500+ restaurants.
- Analyzed 9,551 restaurant records across 15 countries and 141 cities, identifying 5 countries and 15 cities with
 potential expansion opportunities.
- Designed an interactive dashboard with **10+ charts and KPIs**, including pie, bar, and line charts with slicers for year country enabling dynamic exploration of trends.
- Leveraged Google Sheets and tools like Pivot Tables, Lookup functions, Array formulas, Conditional formatting, and Correlation analysis to clean, enrich, analyze, and visualize data effectively.
- Delivered actionable recommendations and a presentation to identify **high-potential markets**, **optimal pricing tiers**, **and competitive strategies**, supporting data-driven business expansion decisions.

CERTIFICATIONS

- Demonstrated proficiency through a hands-on, timed assessment.
- Validated skills in writing **complex SQL queries** involving join, cte and nested queries.
- Utilized **aggregation**, **filtering techniques and window functions** for advanced data analysis and showcased understanding of **query optimization** for efficiency and performance.

GATE 2021 CS IIT Bombay (Link)

March 2021

- Secured All India Rank (AIR) 90 with a score of 856 in GATE 2021 (Computer Science and Information Technology).
- Validated advanced **analytical**, **problem-solving**, **and quantitative skills** through a highly competitive national exam.

SKILLS

Computer Languages: SQL, Python

Data Tools: Power BI

Software Packages: MySQL, Excel Soft Skills: Time management

Others: Entrepreneurship, Analytics, Spreadsheet