# Naveen Varjani

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#### PROFESSIONAL SUMMARY

Data Analyst skilled in Excel, SQL, Power BI, Python, and Statistics with proven ability to turn raw data into business insights. 3+ years' experience in sales & healthcare operations, applying analytics to improve reporting, performance, and decision-making. Adept at dashboard building, problem-solving, and stakeholder communication.

#### **EDUCATION**

Bachelor of Pharmacy (Pharmaceutical Science) Rajasthan University of Health Sciences

Grade: 7.44/10.0

Intermediate (Class XII)

2016 - 2017

2017 - 2022

Rajasthan Board of Secondary Education

Grade: 80.4%

Matriculation (Class X)

2014 - 2015

Rajasthan Board of Secondary Education

Grade: 86.17%

#### **EXPERIENCE**

# Territory Sales Executive

Pfizer Ltd

April 2024 - Present Jaipur, Rajasthan

- Delivered 40% territory sales growth in Year 1 by leveraging Excel-based data analysis to identify under performing accounts and optimize coverage.
- Designed and automated **territory performance reports**, tracking KPIs such as monthly revenue, product penetration, and doctor engagement.
- Partnered with management to **translate insights into actionable strategies**, improving efficiency and resource allocation.

# Territory Sales Executive

Zuventus Healthcare Ltd

May 2023 - April 2024 Jaipur, Rajasthan

- Increased average monthly sales from Rs.1.5L to Rs.2.5–3L by using Excel analysis to identify high-potential doctors and re-engage inactive accounts.
- Conducted competitor analysis to detect gaps in product placement and built targeted strategies.
- Created ad-hoc reports and insights for regional management to guide resource allocation.

## Manager Independent Pharmacy

April 2022 - April 2023

Jaipur, India

- Managed inventory, billing, and purchase records through advanced Excel tracking.
- Created sales and stock monitoring reports, identifying fast/slow-moving products and reducing stock-outs.
- Increased monthly revenue from Rs.5L to Rs.9L by implementing data-driven reorder.

## PROJECTS

#### Amazon E-Commerce Performance Analysis — Power BI (Github) (Demo)

June 2025

- Analyzed 113k+ Amazon orders across customer, product, and delivery datasets using Power BI DAX.
- Built a 3-tab interactive dashboard tracking churn %, delivery delays, product returns, and revenue trends.
- Detected late deliveries as a major churn driver and flagged electronics as the highest return category and delivered strategic recommendations for customer re-engagement, shipping efficiency, and quality checks.

## IPL Team Strategy Analysis — SQL (Github) (Demo)

January 2025

- Queried 500+ IPL match and ball-by-ball records (2008–2016) using advanced SQL (joins, window functions, CTEs).
- Identified **key player insights** Kohli as consistent performer, Chahal as wicket-taking bowler, and Gayle's form decline.
- Uncovered death-over weaknesses (economy 10) and RCB's stronger win % when batting second and proposed auction strategy: retain core players, release underperformers, and acquire all-rounders/death-over specialists.

- Processed 5 years of IT ticket data (2016–2020) with Excel formulas for data cleaning analysis.
- Designed an **interactive dashboard** using pivot tables, slicers, and conditional formatting.
- Tracked KPIs: avg. resolution time (4.55 days), agent performance, backlog trends, and customer satisfaction (4.1/5) and highlighted 123% increase in ticket volume, lagging agents, and high-efficiency months with recommendations for automation and training.

#### **CERTIFICATIONS**

## Generative AI Foundations Certificate Upgrad x Microsoft (Link)

August 2025

• Covered Generative AI fundamentals, prompt engineering, AI for research, analysis, and workflow automation and applied GenAI tools for data analysis, decision support, and presentation storytelling.

Professional Certificate in Data Science & AI Newton School (Link)

October 2024

 Completed Data Analyst Phase (Excel, SQL, Power BI, Python) + Statistics Module from Business Analyst Phase and Solved 520+ hands-on problems and delivered 3 applied projects: Excel Dashboard, SQL Sports Analytics, Power BI E-Commerce.

#### **SKILLS**

Computer Languages: SQL, Python

Data Tools: Power BI

Software Packages: MySQL, Excel

Soft Skills: Communication Skills, Critical Thinking, Teamwork

Others: Tableau