

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	2017 - 2022 Grade: 7.44/10.0
Intermediate (Class XII) Rajasthan Board of Secondary Education	2016 - 2017 Grade: 80.4%
Matriculation (Class X) Rajasthan Board of Secondary Education	2014 - 2015 Grade: 86.17%

EXPERIENCE

Territory Sales Executive Pfizer Ltd	April 2024 - Present <i>Jaipur, Rajasthan</i>
<ul style="list-style-type: none">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 <i>Jaipur, Rajasthan</i>
<ul style="list-style-type: none">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 <i>Jaipur, India</i>
<ul style="list-style-type: none">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
<ul style="list-style-type: none">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
<ul style="list-style-type: none">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 <math>\leq 10</math>) and RCB's stronger win % when batting second and proposed auction strategy: retain core players, release underperformers, and acquire all-rounders/death-over specialists.	
IT Ticket Performance Dashboard — Excel (Github) (Demo)	November 2024
<ul style="list-style-type: none">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
<ul style="list-style-type: none">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
<ul style="list-style-type: none">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 Language: Python, SQL
Soft Skill: Communication Skills, Critical Thinking, Teamwork
Databases & Data Tools: Excel, MySQL, Power BI, Tableau