

# Naveen Varjani

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## PROFESSIONAL SUMMARY

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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

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<b>Bachelor of Pharmacy</b> (Pharmaceutical Science) Rajasthan University of Health Sciences	2017 - 2022 Grade: 7.44/10.0
<b>Intermediate (Class XII)</b> Rajasthan Board of Secondary Education	2016 - 2017 Grade: 80.4%
<b>Matriculation (Class X)</b> Rajasthan Board of Secondary Education	2014 - 2015 Grade: 86.17%

## EXPERIENCE

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**Territory Sales Executive** April 2024 - Present  
Pfizer Ltd *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** May 2023 - April 2024  
Zuventus Healthcare Ltd *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** April 2022 - April 2023  
Independent Pharmacy *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

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**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

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**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

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**Computer Languages:** Python, SQL, SQL, Python

**Data Tools:** Power BI, Power BI

**Software Packages:** Excel, MySQL, Excel

**Soft Skills:** Teamwork, Critical Thinking, Communication Skills

**Others:** Tableau