

# Sumanth Raj S

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## PROFESSIONAL SUMMARY

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Data & Strategy Analyst with experience across cloud migration and logistics analytics, leveraging advanced SQL and Python (Pandas) for code-driven analysis and structured reporting. Previously worked at Accenture on cloud and database integration initiatives; currently supporting strategy and profitability analysis at Delhivery

## EDUCATION

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**Bachelor of Engineering** (Information Science and engineering) 2016 - 2020  
National Institute of Engineering (NIE), Mysore, Karnataka Grade: 8.7/10.0

**Intermediate (Class XII)** 2015 - 2016  
Expert PU College, Mangalore, Karnataka Grade: 93.16%

**Matriculation (Class X)** 2013 - 2014  
Vijaya High School, Hassan, Karnataka Grade: 96.32%

## EXPERIENCE

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**Strategy (Business analyst)** October 2025 - Present  
DELHIVERY *Bangalore*

- Leveraged **SQL, Python (Pandas), and Generative AI tools (ChatGPT, Claude)** to automate reporting workflows, streamline GM preparation, and accelerate profitability analysis across the LTL business.
- Owned and published the **monthly LTL P&L**, delivering revenue, cost, margin, and profitability insights to support leadership reviews and strategic planning.
- Conducted **GM Root Cause Analysis (RCA), lane-level profitability assessments, and client profitability analyses** to identify margin drivers, cost inefficiencies, revenue leakage, and optimization opportunities.
- Designed and implemented **pricing analytics models, executive snapshot dashboards, and pan-India ODA optimization frameworks** to support network planning, pricing strategy, and data-driven decision-making.

**Application Development Associate** November 2020 - November 2021  
ACCENTURE *Remote*

- Migrated 15+ Java applications from IBM Bluemix to Microsoft Azure, refactoring codebases for cloud compatibility and enhancing overall performance.
- Integrated databases; configured Kafka to enable seamless, event-driven data flow during the cloud migration process.

## PROJECTS

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**Bank CRM Analysis - Power BI** ([Github](#)) ([Demo](#)) June 2025  
Built a **dynamic Power BI dashboard** analyzing churn rate across **10,000+ bank users** using tenure, geography, and engagement metrics. Used **DAX, SQL** and segmentation logic to identify high-risk profiles and suggest retention strategies.

**Chinook Music Store Analysis - SQL** ([Github](#)) ([Demo](#)) March 2025  
**Queried 11+ interrelated tables covering 53 cities, 24 countries, and 25 music genres** using SQL joins and window functions for customer segmentation, top-genre insights, churn patterns, and customer lifetime value, enabling market-driven decision-making. Built reusable SQL templates and Power BI visuals to support retention strategy and genre-focused marketing.

**Zomato Restaurant Expansion Analysis - Excel** ([Github](#)) ([Demo](#)) February 2025  
Analyzed restaurant data across **15+ countries** to identify ideal expansion markets using KPIs like ratings, pricing, and delivery availability. Built an **interactive Excel dashboard with slicers and visualizations** to compare underpenetrated cities and support data-backed market entry decisions.

## CERTIFICATIONS

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**SQL (Basic, Intermediate, Advanced) Certificate** HackerRank ([Link](#)) May 2025  
Cleared HackerRank SQL Basic, Intermediate and Advanced, demonstrating strong data querying and optimization skills

**Professional Certificate Course in Data Science** Newton School ([Link](#)) January 2025  
Completed advanced modules in **Excel (dashboards, lookups, pivots), SQL (joins, CTEs, window functions), Power BI (DAX), and Python (NumPy, Pandas, Matplotlib, Seaborn, BeautifulSoup, regex)** with hands-on, project-based learning including **web scraping**. Currently advancing into **Machine Learning, Deep Learning, Statistics, and Model Deployment** to enable predictive analytics and scalable data solutions.

## SKILLS

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**Computer Language:** Python, SQL

**Soft Skill:** Communication Skills, People skills, Responsibility, Time management

**Databases & Data Tools:** Excel, MySQL, Power BI, Spreadsheet, Generative AI

**Domain & Business Skills:** Analytics

**Frameworks & Libraries:** Microsoft Office, NumPy, Pandas, Matplotlib & seaborn