Vishal Kumar

Github

PROFESSIONAL SUMMARY

Aspiring Data Analyst with a background in sales and an MBA in Analytics & Marketing. Skilled in SQL, Excel, and Power BI, with hands-on experience in reporting, team management, and sales performance analysis. Now focused on leveraging data to drive insights, improve strategies, and support business decisions.

EDUCATION

Master of Business Administration (Business Analytics) — 2022 - 2024
ICFAI Business School, Gurgaon — Grade: 6.39/10.0

Bachelor of Science (Hospitality) — 2016 - 2019
Institute of Hotel and hospitality management and catering technology , Goa — Grade: 55.1%

EXPERIENCE

Sales Manager — May 2024 - December 2024
Tata Capital Housing Finance Limited — *Gurgaon*

- Led a team of 6+ executives to drive **direct sales** of home loan products, ensuring achievement of monthly and quarterly targets.
- Handled **cold calling** and field visits to generate qualified leads and expand customer base in assigned territory.
- Improved **lead conversion** through effective follow-ups, personalized offerings, and needs-based pitching.
- Strengthened **client retention** by ensuring smooth onboarding, addressing queries, and maintaining long-term relationships.
- Oversaw complete **KYC verification** and loan documentation process to ensure regulatory compliance and faster disbursement.
- Collaborated with credit, operations, and legal teams to streamline approval and post-sales processes.

Business Developement Consultant — October 2020 - June 2021
Unacademy — *Work From Home*

- Conducted high-volume **cold calling** to prospective clients, generating leads and promoting company products and services.
- Achieved strong **lead conversion rates** through persuasive communication and tailored pitches.
- Consistently met and exceeded **sales targets**, contributing to overall team success.

Business Developement Executive — November 2019 - June 2020
BYJUS — *Ranchi*

- Executed **direct sales** strategies to drive revenue growth and expand customer base.
- Performed **cold calling** to generate new leads and pitch products and services effectively.
- Achieved high **lead conversion** rates by understanding customer needs and offering tailored solutions.
- Focused on **client retention** by building long-term relationships and providing exceptional post-sale support.
- Ensured accurate and timely **KYC verification**, maintaining compliance with regulatory standards.

INTERNSHIPS

Operations Analyst Intern — February 2023 - May 2023
Paysprint Private Limited — *Delhi*

- **Operational Reporting:** Generated and automated daily/weekly reports including **Call Reports, Complaint Reports, and Transaction Reports** using **SQL and Excel**, improving decision-making for internal teams.
- **SQL Data Extraction:** Wrote basic to intermediate SQL queries to fetch data from internal databases for issue tracking, volume trends, and customer escalations.
- **Data Cleaning
Validation:** Cleaned and validated large datasets in Excel to ensure accuracy in reporting and partner communications.
- **Stakeholder Support:** Coordinated with partner executives to resolve issues, ensure SLA compliance, and improve operational efficiency.

- **Process Optimization:** Analyzed workflow bottlenecks and recommended changes that reduced manual effort and improved TAT (Turnaround Time).
- **Cross-Team Collaboration:** Worked with tech, legal, and support teams to streamline complaint resolution and improve partner satisfaction.

PROJECTS

Amazon E-commerce (Power BI) (Github) (Demo)   April 2025
    Tools : Power BI, Excel, DAX, Data Modeling, MYSQL, Powerpoint

- Performed **data cleaning** and **data transformation** using Power Query.
- Created **KPIs** like Total Revenue, Profit Margin, Top Categories, Repeat Customer Rate, etc.
- Used **DAX formulas** to implement calculated columns/measures such as Monthly Revenue, Year-over-Year Growth, etc.
- Designed visually appealing charts (bar, line, map, cards) to improve **data storytelling and business decisions**.
- Published and shared reports via **Power BI Service** for stakeholder access and insights.
- Built an interactive dashboard for Amazon sales data to analyze **product performance, category trends, and customer behavior**.

IPL STRATERGY (SQL) (Github) (Demo)   March 2025
    Tools: MySQL, Excel, Powerpoint

- Calculated **Top Order Contribution**, **Boundary Frequency**, and **Death Over Efficiency** using window functions and joins.
- Suggested player selection and venue-based strategies with SQL-backed data insights.
- Optimized queries to handle large match datasets and team performance metrics.
- Analyzed IPL match data to develop winning strategies for RCB using SQL queries and performance KPIs.

Zomato Restaurants Analysis (Microsoft Excel) (Github) (Demo)   January 2025
    Tools: Microsoft Excel (Advanced), VLOOKUP, Pivot Tables, PowerPoint

- Cleaned and enriched Zomato restaurant data to identify high-potential cities for expansion.
- Used **Pivot Tables, Charts, VLOOKUP, and Conditional Formatting** to compare cities, cuisine types, and customer ratings.
- Presented a city-wise expansion plan based on footfall, rating trends, and cuisine gaps.
- Enhanced data storytelling through dashboards and Excel-based visuals.

CERTIFICATIONS

Professional Certificate Course in Data Science Newton School   December 2024

- Professional Data Science Course along with Analytics Assignments.
- Technical Stack learned: Spreadsheet (Excel, Google Sheets), Structured Query Language (SQL), Power Bi, Dashboards and Visualizations.
- Participated, Cleared and Mastered in various Module Contests organized by the platform
- Worked on various projects like Zomato Restaurants Expansion(Spreadsheet), RCB IPL Stratergy (SQL), Amazon E-Commerce (PowerBI).
- Scored 80-100% in respective projects.

Data Analysis Ducat   March 2023
    MySql, PowerBi, Microsoft Excel

SKILLS

Computer Languages: SQL
Data Tools: Power BI
Software Packages: Excel
Soft Skills: Presentation Skills, Leadership, Time management, Decision-making, Communication Skills
Others: Analytics

EXTRA-CURRICULAR ACTIVITIES

- **Head, MeKalakar (All India Open Mic Community):** Organized and hosted nationwide open mic events promoting artistic talent across genres.
- **Live Performer (Guitar**
  Vocals): Regular performer at cultural fests and open mic events; recognized for musical creativity and audience engagement.
- **Event Host**
  Moderator: Hosted numerous college and city-level events, enhancing public speaking and crowd management skills.
- **Core Member, Cultural Committee – IHM Goa**
  IBS Gurgaon: Managed multiple events, handled artist coordination, logistics, and sponsorships.