

# Nikhil Chavan

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## PROFESSIONAL SUMMARY

Aspiring Data Analyst with hands-on training in **SQL, Power BI, Python, and data visualization**, gained through a structured Data Science course. Proficient in creating dashboards, writing queries, and transforming raw data into insights. **2+ years of professional experience** leveraging Advanced Excel (**pivot tables, VLOOKUP, formulas, and conditional formatting**) for automating sales and inventory reports, improving forecasting accuracy by **10%**, and reducing manual work by **60%**. Eager to apply both practical and newly acquired skills to solve business problems through data.

## TECHNICAL SKILLS

### Data Analysis & BI Tools:

- Power BI Desktop
- Power BI Service
- Power Query
- DAX
- MySQL
- SQL Server
- Advanced Excel
- MS Office Suite

### Data Transformation & Reporting:

- ETL
- Data Modelling
- Feature Engineering
- Data Storytelling

### Programming Languages:

- Python (for analysis, automation)

### Others:

- SAP ERP system

## WORK EXPERIENCE

### Data Operations Specialist | Kothari Agritech Pvt. Ltd, Solapur

12/2022 – Present

- Developed and automated advanced Excel-based inventory and sales reports, **reducing manual work by 60%**.
- Conducted in-depth data analysis using pivot tables, formulas, and conditional logic to improve stock movement visibility and forecasting accuracy by **10%**.
- Collaborated with cross-functional teams and utilized SAP ERP to streamline data tracking and reporting workflows.
- Provided actionable insights for production and sales planning through Excel dashboards and visual reports, contributing to a **10% increase in annual sales**.

### Deputy Manager (Sales) | Bajaj Capital Ltd., Solapur

Nov 2018 – Feb 2021

- Led a team within the branch to achieve insurance sales targets while monitoring performance metrics and daily reporting.
- Utilized **advanced Excel functions** such as **pivot tables, conditional formatting, and lookup functions** to identify gaps and inefficiencies in sales processes.
- Strategically implemented insights from reports to increase branch sales by **10% Q-o-Q**.

## PROJECTS

### Coffee Shop Sales Analysis – SQL + Power BI

- Analysed 1,000+ sales records to identify peak hours, product trends, and region-wise performance.
- Applied SQL joins, window functions, and DAX measures.
- Built interactive dashboards with filters, calendar heat-maps, slicers, and KPIs to improve business visibility.

### Bank Customer Churn Analysis – Power BI

- Explored 10+ customer attributes to identify churn drivers.
- Designed DAX-driven visuals to compare churned v/s active customers.
- Delivered a one-page summary dashboard with retention KPIs.

### Pizza Sales Dashboard – SQL + Power BI

- Processed 4,800+ orders to identify best and worst-selling pizzas by size, type, and category.
- Created a 2-page slicer-based dashboard with KPIs and comparative visuals.
- Highlighted sales trends and product gaps to support strategic menu decisions.

### Pharma-Drug Sales Monitoring – Power BI

- Created a multi-page dashboard covering sales by distributor, product, and team.
- Used Power Query to clean data and applied star schema modelling.
- Identified top-selling drugs and underperforming regions for strategic focus.

### Amazon Sales Analysis – Advanced SQL

- Used SQL to answer key business questions related to category performance, profit trends, and customer segments.
- Performed data extraction, filtering, aggregations, and sub-queries to deliver actionable insights.
- Helped uncover areas of improvement across product lines based on sales and revenue metrics.

### Retail Sales Performance – Power BI

- Analysed multi-region data to compare store performance.
- Delivered an executive dashboard showing revenue, conversion, and regional trends

## EDUCATION

Bachelor of Engineering – Mechanical Engineering  
Solapur University | 2018

## KEY CONTRIBUTIONS and ACHIEVEMENTS

- Improved report turnaround time by automating manual stock processes.
- Contributed to 10% sales growth through data-supported PPC collaboration.
- Performance base appreciation & appraisal Bajaj capital | 2021

## CERTIFICATIONS & COURSES

- Data Science Course – [Odinschool] | 2025  
**Covered:** SQL, Power BI, Python, Statistics, ML basics