

SUMIT AGRAWAL

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PROFILE

Results-oriented Analyst with a strong foundation in Business Strategy and Data Analysis, adept at translating complex datasets into actionable business insights. Proven expertise in Requirement Gathering, Process Improvement, and Performance Monitoring, utilizing SQL, Python, and Power BI to drive decision-making. Experienced in developing BRDs and SOPs to streamline operations, enhance productivity, and support strategic planning initiatives across cross-functional teams.

SKILLS

Analytics & Modeling: Exploratory Data Analysis (EDA), Statistical Analysis, A/B Testing, Predictive Modeling, Regression Analysis & Correlation Analysis, Trend & Pattern Identification

Tools & Technologies: Python (Pandas, NumPy, Scikit-Learn, Seaborn), SQL, Power BI, Tableau, Excel (Advanced Formulas, Pivot Tables, Power Query), Google Data Studio, Streamlit (basic dashboards)

Data Engineering: ETL Pipelines, Data Cleansing, Data Quality Checks, Data Validation, Data Governance, Data Integrity & Compliance with Organizational Standards

Business & Decision Analytics: KPI Definition & Tracking, Business Metrics & Performance Reporting, Decision Support Analytics, Insight Generation & Data Storytelling, Stakeholder Communication

Collaboration & Execution: Cross-functional Collaboration, Problem Solving & Root Cause Analysis, Documentation & Presentation Development, Agile Working Environment

EXPERIENCE

Atyuttam Technical and Marketing Consultancy

Ahmedabad, India

Data Analyst

July 2023 – Present

- Facilitated **requirement gathering** sessions with cross-functional stakeholders (Sales, Marketing, Operations) to translate business needs into technical specifications and Business Requirement Documents (BRD).
- Conducted market analysis and competitor benchmarking to uncover trends, providing actionable insights that supported management in strategic planning and long-term decision-making.
- Evaluated existing reporting workflows to identify bottlenecks, creating Standard Operating Procedures (**SOPs**) and process flow diagrams that improved data accuracy and operational efficiency.
- Designed and delivered KPI-driven Power BI dashboards for performance monitoring, reducing reporting turnaround time by 50% and enabling real-time tracking of business objectives.
- Collaborated on feasibility studies for new analytical initiatives, ensuring alignment with business models and organizational growth targets.

Atyuttam Technical and Marketing Consultancy

Ahmedabad, India

Software Developer Intern

Jan 2023 – June 2023

- Supported development of internal automation tools using Python (Flask) and MySQL, improving data entry efficiency by 40%.
- Built APIs for client metrics and integrated data feeds with dashboard systems.
- Wrote and optimized complex SQL queries for high-volume data extraction and transformation.

PROJECTS

Business Process Optimization & Automated Reporting

- Conducted a comprehensive **workflow analysis** of manual data processes to identify inefficiencies and bottlenecks, mapping out improved process flows for stakeholder review.
- Led a process improvement initiative by automating data ingestion using Python and SQL, resulting in a productivity enhancement of 6+ hours per week per analyst and reduced operational error rates.
- Established a centralized KPI monitoring framework to align reporting with business objectives, enabling management to identify performance trends and make data-backed strategic decisions.

Spam Message Classification System – NLP & Machine Learning

- Built a complete text classification system to identify spam vs non-spam messages.
- Trained and compared ML models (Multinomial Naive Bayes, Logistic Regression, SVM) and performed hyperparameter tuning for performance optimization.
- Achieved **high accuracy** with strong precision and recall on spam detection.

EDUCATION

Jaipur Engineering College and Research Centre

Jaipur, India

Bachelor of Technology in Computer science & Engineering

2019 – 2023