

Bhajan Lal Jangir | Business Analyst | IIT Kanpur

High-performing professional with 2 years of work experience, specializing in SQL, Python, Metabase, Excel, AWS, and BI tools. Proven expertise in data analysis, inventory management, and business intelligence. Skilled in developing efficient solutions for complex business problems.

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EDUCATION

M. Tech | IIT Kanpur

Aerospace Engineering
2020 – 2022

B. Tech | UPES Dehradun

Aerospace Engineering
2015 – 2019

SKILLS

Programming:

- SQL
- Python
- Metabase
- R
- MATLAB

Tools:

- MS Excel
- AWS S3
- AWS RDS
- Confluence
- Zoho Analytics BI Tool
- Tableau
- Power BI
- Jupiter Notebook

BA Skills:

- Data Visualization
- Data Analysis
- Business Analysis
- Statistical Analysis
- Analytical Problem-Solving
- Strategic Decision-Making
- Stakeholder Management
- Project Management

KEY COURSES

- Python Programming from Basics to Advanced (**Udemy**)
- SQL-MySQL for Data Analytics and Business Intelligence (**Udemy**)
- Applied Numerical Methods

POSITION OF

RESPONSIBILITY

Teaching Assistant (IIT Kanpur)

TA 101 – Engineering Graphics
[Nov '21 – March '22]

- Guided and assisted 20 students with their assignments and coursework weekly as a TA

WORK EXPERIENCE

Business Analyst | Agrim Wholesale Pvt. Ltd.

[Jul '22–Present]

- Designed and implemented an **RTO [Return to Origin]** Tracker in collaboration with operation team; streamlined return processes, reduced RTO orders from 20% to 6% monthly, increased **gross margin**, and improved customer and supplier experience
- Directed the **Ticket Coupon Adherence** Project, ensuring SOP compliance for diverse business discount coupons in Estimate orders. Achieved a significant monthly error **reduction** (mismatch in coupon value) to under 10% from the previous 40%
- Implemented **DSO [Days Sales Outstanding]** and **DPO [Days Payable Outstanding]** models, reducing monthly DSO from 8 days to 5 days, increasing DPO from 4 days to 6 days, and effectively optimizing the company's Cash Conversion Cycle
- Crafted an **Operation Order Tracking** Model with the operation team to monitor the end-to-end order journey and pinpoint delivery process bottlenecks. This initiative led to a remarkable **reduction** in the overall TAT (order acceptance time to delivered time) for delivered orders, optimizing it from 15 days to 6 days month-over-month
- Modeled the **GIT [Goods in Transit]** Model with the finance team to enhance visibility into working capital, integrating all GIT use cases including Marketplace, Inventory, Excess Receivable (for both marketplace and inventory order), and Return to Origin GIT
- Created and analysed the **MIS Topline** Project to accurately assess the company's Gross Revenue, Gross Merchandise Value [GMV], Net Merchandise Value (NMV), and Gross Margin. The project focused on conducting thorough **due diligence** to secure funding for the organization
- Created a **Nego Tracker** to monitor orders with negotiation coupons (discount coupons), aiming to reduce the negotiation discount percentage and improve sales. Also tracked agent performance. Minimised overall Nego discount by about 5% from 30% monthly
- Developed and designed a comprehensive **marketing dashboard** to enhance sales by tracking marketing targets, target responses, total deals, events on the retailer app, sales amount, total orders, margin, and total calls for 10 lakh retailers across various time frames and product categories. Consequently, sales improved significantly for both transacted and non-transacted retailers
- Established a **Supplier Performance** Model to boost the supply chain for marketplace orders by analyzing key metrics like billed purchase amount, billed orders, cancelled orders, and order TAT (from order acceptance to packaging)
- Crafted an **SKU Physical Inventory Movement Tracker** to monitor daily stock on hand and available stock for 30,000 SKUs
- Daily creation and management of dashboards, and ad-hoc tasks, providing detailed **business insights** using **SQL, Python, Metabase**, MS Excel, AWS S3, RDS, and Zoho visualization tools
- **Optimised** numerous SQL query models, resulting in reduced query runtime and simplified query structure, thereby enhancing efficiency and performance

SELF PROJECT

Investment Case Study (EDA)

[Jun '21 – Jul '21]

- Conducted preliminary exploratory data analysis, including feature scaling, missing value, and outlier treatment
- Filtered top 3 countries based on funding type (venture), country type (English speaking), and sector-wise analysis using **box plots and bar graphs**