

Prashant Tiwari

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[Linkedin](#) | [Github](#)

Education

Dr BR Ambedkar National Institute of Technology (NIT), Jalandhar

BTech (2017-2021)

Skills

- Microsoft Power BI: DAX, ETL, Data Reporting, Data Modeling, Data Visualization, Publishing reports
- Advanced Excel: Pivot Table, VLOOKUP, XLOOKUP, Power Query, Conditional Formatting, Nested Formulas & Functions
- MySQL: DQL, DDL, DML, Database management, Sub Queries, JOINS, CTE, Window Functions, Aggregate functions
- Other Skills: Communication, Teamwork, Analytical thinking, Problem solving, Decision making

Experience

Technip Energies

Sep 2021 - Aug 2022

Graduate Engineer Trainee

Gained experience in MS Excel, data cleaning and analysis, client interaction. Managed a team at HURL Sindri fertilizer plant.

Toppr

Sep 2022 – Feb 2024

Freelancer

Mathematics problem solving on online platform Toppr.

Projects

Sales Analytics [Github link](#)

- Crafted in-depth sales reports using analytics tools to uncover customer trends and optimize business strategies.
- Used **Power Query** for data transformation, DAX for creating **measures and calculated columns**. Used **slicers** and **filters** to provide dynamic data exploration.
- Analysed **customer demographics** to design hyper-focused advertising campaigns to **boost sales**.
- Achieved \$1.6M in total sales in 2 years, \$175k in **profits**, 22k quantities sold, in 4 average delivery days and an **AOV** of \$265.
- Top payment mode being **COD for 43%** orders, **highest sales** for phones at \$197K followed by furniture products.
- **Sales forecast** for the next 15 days showed huge range of anticipated price, averaging at \$5304 for each day.

HR Analytics [Github link](#)

- Conducted a comprehensive HR data Analysis project leveraging Excel, Power BI
- Developed a **data-driven solution** to address HR challenges related to employee attrition.
- Used appropriate visuals for the data presentation (e.g. **bar charts** for comparisons, **line charts** for trends) and used colour strategically to highlight important data points. Avoided clutter to focus more on key insights.
- With an average salary of \$6.5k, 1413 total employees, and an impressive **average tenure** of 7 years, the company maintained a stable workforce despite a **16% attrition rate**, as demonstrated by the 229 departures, all while the employees average at 37 years old.
- Employees aged 26-35, particularly those earning less than \$5k, show the highest attrition, with 158 individuals leaving the company. Thus, translated complex HR data into actionable insights, contributing to **talent retention** and **improved organizational performance**.

Hotel Bookings & Cancellations Analytics [Github link](#)

- Identified peak and off-peak seasons, average occupancy rates over time to forecast future bookings and analyse the lead time. Appended two different data tables into one table in powerbi to develop better realistic insights.
- 12K cancellations occurred out of 36K total bookings. Most cancellations occur with a **lead time** of less than 100 days, while the majority 28k bookings are for the cheapest room option.
- November saw a huge decline in number of bookings against the whole year peak in October. While we saw an **uptrend** in bookings throughout the year a **steep decline** of 43% occurred in Nov.
- Only 930 guests are repeated customers, showing an **area of improvement**. Online bookings being the most popular customer segment choice, discounts and credit card offers must be given to gain newer and repeated guests.
- **Developed strategies to reduce cancellations**, such as more flexible booking policies or incentives for non-refundable bookings.

Big FM Data Analysis [Github link](#)

- Used SQL for Data cleaning, Database management, Data retrieval, Data definition, Data manipulation and Data analysis.