

NIRMAL SHARMA

161 Bagehra, Hamirpur 176110

☎ 8219218971 ✉ nirmal98sharma@gmail.com/nirmal.sharma@jsylp.org

🌐 <https://www.linkedin.com/in/nirmal98sharma/>

Education

Indian Institute of Technology

Master of Business Administration in DS & AI(CGPA: 7.32)

Sep. 2022 – June 2024

Mandi, H.P.

Himachal Pradesh University, Shimla

Master in Science Mathematics(Percentage: 65.4%)

July 2019 – Oct 2021

HPU, Shimla

T.J.C.M, Sujanpur-Tira

Bachelor in Science Mathematics(CGPA: 7.09)

Aug 2016 – May 2019

HPU, Shimla

Relevant Coursework

- Data Analytics and Processing
- Business Analysis and Management
- Managerial Economics
- Financial Statement Analysis
- Natural Language Processing
- Product Management

Experience

JSYLP

Oct 2024 - Present

Enterprise Analyst

Python || Sql || Excel || Power BI || Web Scrapping

- Implemented data workflows, incorporating ETL processes to improve data quality, consistency, and accessibility for analytical and strategic use.
- Collaborated cross-functionally with teams to meet business requirements into analytical solutions, supporting data-driven strategies and performance optimization.
- Conducted in-depth data analysis to uncover trends, generate actionable insights, and improve customer engagement and profitability through data-backed strategic initiatives.

TESCO

May 2023 - Jan 2024

EA Analyst Intern

Bengaluru, Karnataka

Python || SQL || Excel || Tableau

Reduced to Clear (RTC) Products Sale

- The project focused on boosting sales of Reduced to Clear (RTC) products. By conducting thorough customer dynamics and implementing strategic initiatives, we effectively pinpointed and tackled crucial areas to increase RTC product sales.

Analysis and Strategy Development

- Conducted a detailed analysis on RTC product by using the key metrics to pinpoint areas causing substantial losses by cross-functioning with the team and documented the findings for further relevant shareholders.
- Utilized programming skills and data mining techniques to analyze quantitative data, leading to optimized business processes .
- Collaborated with team members to address business requirements, aiming to enhance sales performance . Developed and implemented a data-driven strategy for discount implementation based on product characteristics and consumer economics.

Impact of Reduced to Clear

- Achieved a notable 20 % increase in the contribution of customers analysis to RTC sales through strategic initiatives.
- Implemented tiered discount slabs resulting in improved sales performance and reduced losses.

Projects

Data Analysis | *Star Bazaar Product*

Feb 2024 - April 2024

- Implemented data-driven approach to analyze product, using key performance indicators for consumer segmentation, trends, and customer behavior(supervised learning), enhancing commercial and customer experience.
- Using python library to perform advanced in data manipulations, cleaning data and conducting exploratory data analysis, resulting in a refined and analytically rich dataset.
- Conducted analysis and provided actionable insights based on trends, optimizing strategic initiatives and improving operational efficiency.

Product Development | *Wanderloom - The Solo Traveler*

July 2023 – Nov 2023

- Through market research informed Wanderloom's development, targeting specific demographics and preferences of solo travelers while identifying market gaps through competitive market knowledge.
- Developed a Canvas framework financial model and integrated RCA with user feedback into product development to ensure a seamless and secure user experience.
- Developed a comprehensive business model for portfolio performance tracking with a special focus on consumer Life-Time Value,acquisition landscape, ROI, Customer Acquisition Cost (CAC), CLV to guarantee sustainable growth and performance.

Skills

Technical Skills: Python,SQL,Spark, ML,Selenium(Automation)

Tools: MS Office(Power Point,Excel),Power BI , Tableau

Soft Skills: Problem Solving, Time management

Certifications: ADFA(Finance and Accounting,Google Analytics)

Leadership / Extracurricular

Data & Analytics Club

August 2023 – May 2024

Core Member

IIT Mandi

- As a member of club, collaborated with diverse teams to improve analytical and technical solutions, data visualization and effective communication and interpersonal skills . Through sessions, workshops, and case studies enhance attention to detail perceptive, problem solving.

EXODIA

May 2023

Event Coordinator

IIT, Mandi

- Coordinator of cultural events through strategic planning and supportive team player collaboration.Recognized for adeptly handling event logistics and overseeing team responsibilities within Exodia, inspiring team members and promoting leadership development.

Achievements

- Secured second place in the inter-hostel badminton competition.
- Received a certificate of merit for attaining first rank in BSc Mathematics (Second Year).
- Achieved runner-up position in the State Level Mathematics Olympiad in 2018.