

Akhil Gopi

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PROFILE

Results-driven data analyst with a strong focus on analyzing and optimizing business processes. Proficient in Business Intelligence, Data Visualization, and MIS Reporting, with expertise in ETL processes for data integration.

Proven ability to collect, analyze, and manage quantitative data, utilizing interactive Power BI and Excel dashboards to provide actionable insights to sales and marketing teams.

- Skilled in preparing and delivering ad hoc reports to key stakeholders, facilitating effective communication of data-driven guidance.
- Demonstrated leadership capabilities, adept at driving discussions with cross-functional teams to ensure operational efficiency and effectiveness.
- Passionate about uncovering the narratives within data, continually staying updated on advancements in the field of Business Intelligence.
- Exceptional problem-solving skills, proficient in identifying relevant analytical issues and employing appropriate diagnostic methods to solve unique and complex discrepancies.
- Extensive experience conducting comprehensive Monthly/Quarterly/Yearly Business Reviews, as well as preparing MIS Reports and target vs. achievement reports.
- Thrives in fast-paced, dynamic environments, adept at managing tight deadlines and prioritizing workloads to consistently deliver effective results.
- Helping business in automating the tasks with Power Automate and Power Apps to cut down operational time

WORK EXPERIENCE

Data analyst BYJU'S - GCC & Malaysia

03/2021 – present DUBAI, UNITED ARAB EMIRATES

- Implemented Power BI dashboard, transforming complex data into user-friendly visualizations that enhanced data accessibility and usability.
- Collaborated with cross-functional teams to identify and address critical business requirements, translating them into impactful data solutions.
- Improved data quality and integrity, ensuring accuracy and reliability in reporting and analysis.
- Mentored and trained team members and end users on data analysis techniques, empowering them to effectively utilize Power BI.
- Communicated complex data findings to technical and non-technical stakeholders through compelling visualizations and reports.
- Implemented data models, algorithms, and automated processes to enhance efficiency and accuracy in data-driven decision-making.
- Provided insights to the CEO and CFO that influenced business direction and contributed to strategic goals.
- Optimized data analysis processes, resulting in significant time and cost savings for the organization.
- Proactively identified trends and opportunities to maintain a competitive edge and drive business growth.
- Created tailored solutions using data analysis and process automation, enabling future scalability and growth.

WORK EXPERIENCE

Power BI Dashboards

- Sales and Revenue Dashboard
- Incentive Dashboard
- Productivity Dashboard
- Performance Improvement Dashboard
- Marketing/Campaign Efficiency Dashboard

Sales Operations Executive BYJU'S

01/2020 – 02/2021 KOCHI, INDIA

- Implemented a data-driven approach, utilizing Power BI, to streamline sales processes, resulting in a 10% boost in sales productivity and a 20% reduction in the sales cycle time.
- Developed and executed sales forecasting models and strategies, leveraging Power BI, leading to a 15% enhancement in accuracy and enabling effective inventory and resource management.
- Led cross-functional teams in successfully implementing a new CRM system, integrating Power BI for improved data accuracy, increased efficiency, and enhanced collaboration between sales and marketing teams.
- Strategically planned and executed sales training programs, empowering sales teams with essential skills and knowledge to surpass targets and leveraging Power BI for invaluable insights, resulting in a remarkable 25% increase in overall sales revenue.

EDUCATION

Computer Science and Engineering | Bachelor of Technology Karunya Institute of Technology

06/2015 – 05/2019 COIMBATORE, INDIA

- Specialized in Data Analysis: Acquired an in-depth understanding of data analysis techniques, statistical methods, and tools to extract actionable insights from complex datasets.
- Developed a well-rounded skill set in computer science, combining technical expertise with a strong foundation in data analysis and web design, preparing for a diverse range of roles in the field.

SKILLS

Power Bi	Advanced Excel	Data Modeling
Statistical Analysis	Data Visualization	Insights Generation
VBA	Power Automate	DAX
Power Query	Power Point	Excel Advance Reports
Excel Dashboards	Data Security	API
AD-Hoc Reports	Problem Solving	Data analysis
SQL	Python	HTML
Sharepoint	Java Script	Microsoft PowerApps

STRENGTHS

Analytical skills Statistical analysis Problem-solving
Attention to detail Technical proficiency Adaptable
Thrives in Challenging Environments