

# MOHD FAIJ

## Data Analyst

📞 +91-6387151848 ✉ [mohdfaij.data@gmail.com](mailto:mohdfaij.data@gmail.com) [🌐 linkedin.com/in/mohdfaij-data](https://www.linkedin.com/in/mohdfaij-data) [🐙 github.com/mohdfaij-data](https://github.com/mohdfaij-data)

### Summary

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Data Analyst skilled in SQL, Python, Excel, and Power BI with experience analyzing datasets containing 100,000+ records. Proficient in data cleaning, exploratory data analysis (EDA), and building interactive dashboards to generate actionable business insights and support data-driven decision-making.

### Skills

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**Programming & Querying:** SQL, Python (Pandas, NumPy)

**Data Visualization Tools:** Microsoft Excel (Advanced), Power BI, Tableau

**Analytical Abilities:** Data Cleaning, Exploratory Data Analysis (EDA), Business Insights, Descriptive Statistics

### Experience

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#### Data Analyst Intern

April 2025 – June 2025

*Dataview Analytics (Remote)*

*Tools Used: Excel, SQL, Power BI*

- **Processed and standardized 100,000+ rows of data** from multiple regions to support weekly analytics, enabled business teams to track KPIs across geography and time.
- Designed smart Excel templates embedded with lookup functions and pivot logic, **saving 30% reporting time across 3 departments.**
- Developed and maintained Power BI dashboards to visualize revenue trends, customer mix, and monthly performance, regularly used by managers and analysts across business units.
- Collaborated with 3 analysts and 2 senior managers to define and validate 5 KPIs, improving report reliability and strategic alignment.

### Projects

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#### Customer Churn & Retention Analysis | Power BI, SQL

February 2026 – March 2026

- **Examined 2,666 telecom customers** to identify churn patterns using factors such as tenure, service call frequency, subscription plans, and monthly charges.
- Built 4 interactive Power BI dashboards (Executive Overview, Customer Insights, Churn Analysis, Retention Strategy) with 12+ visualizations.
- Calculated key metrics including churn rate (14.55%), and churned customers (388), average service calls, and revenue contribution by segment.
- Customers with 6+ service calls had the highest churn risk (64%), highlighting customer support as a key churn driver.

#### Sales & Profitability Analytics Dashboard | Python, Power BI

January 2026 – February 2026

- Analyzed 25,000+ sales records across 12 months and 5 regions using SQL joins to create structured, analysis-ready datasets.
- Built interactive Power BI dashboards tracking revenue (21.4M), profit (5.5M), and (25.8%) profit margin across product categories and regions.
- Engineered 10+ DAX measures and KPIs to analyze discount impact, product performance, and regional trends.
- Uncovered a 14% post-festival sales decline in the South region, informing a targeted marketing recovery strategy.

### Awards & Certifications

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- **IBM Data Analyst Capstone Project – IBM (2026):** Completed an end-to-end data analysis project including data cleaning, SQL analysis, and dashboard development.
- **J.P. Morgan Quantitative Research Job Simulation – Forage (2026):** Conducted financial data analysis and quantitative research tasks in a simulated investment banking environment.
- **Python Libraries for Data Science – Simplilearn (2026):** Utilized Python libraries including Pandas, NumPy, Matplotlib, and Seaborn for data preprocessing, exploratory data analysis (EDA), and visualization.

### Education

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**B.Com - Finance & Business Analytics**

**Graduated: 2025**

*Kisan P.G. College, Bahraich*

*CGPA: 7.1 / 10*