SHIVAM SINGH

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# EDUCATION

## New York Institute of Technology, New York, NY. Sep 2022 - Expected May 2024

*Master of Business Analytics.*

## University of Mumbai, India. Sep 2020

*Bachelor of Engineering in Electronics and Telecommunications.*

# TECHNICAL SKILLS

**Programming languages:** SQL, PL/SQL, AWS, Python

**Databases & Cloud:** MySQL, Oracle, SQL Server, PostgreSQL Azure, AWS Architecture Solution

**ETL & BI:** Tableau, Power BI, Talend, Data Profiling, Data Warehousing, Data Profiling/Warehousing

**Utilities:** Salesforce CRM, Bit Bucket, Git, MS Excel/Word, Microsoft Office Suite, VISIO, PowerPoint, BD Access, Git

# CERTIFICATION

**SQL:** Data Reporting and Analysisand **SQL:** Data Analysis **Amazon Web Services:** Business Professional/Architect Solution

# RELEVANT EXPERIENCE

## [UniAcco,](https://uniacco.com/) Mumbai, India Jan 2022 – Aug 2022

*Business Development Analyst*

* Spearheaded the preparation and delivery of comprehensive productivity reports, enabling management and staff to make data-driven decisions that increased operational efficiency by 30%.
* Drove 29% increase in Sales by analyzing the Sales data and identifying under-penetrated markets and avenues for expansion.
* Conducted data filtering in PostgreSQL to extract relevant information and collaborated with senior data analysts to create impactful Tableau visualizations; effectively communicated insights that influenced key business strategies. Identified opportunities with help of insight reports to increase sales by 20%.
* Analyzed daily performance of the product and translated data-driven results into business recommendations along with generating comprehensive and visually engaging weekly sales reports. Engaging in meetings with managers from around the world, cultivating robust customer relationships, and showcasing product demonstrations to illustrate capabilities and features.
* Conducted worldwide lead acquisition, oversee their administration via CRM and Sales support, and extracted relevant data for comprehensive Tableau analysis, ensuring streamlined processes and actionable insights.

## Stivouch, Mumbai, India Sep 2020 – Dec 2021

*Business Analyst*

* Conducted comprehensive research on sales leads, analyzed market trends, and performed competitor analysis to drive strategic decision-making; identified untapped market segments resulting in a 25% increase in new customer acquisition.
* Collaborated closely with Customer Business Manager to coordinate customer-specific meetings, taking ownership of the process and ensuring successful implementation.
* Provided strategic guidance on industry partnerships and develop customized Workday reports to optimize collaboration and efficiency through tailored data analyses, Assisted in supply and demand forecasting by utilizing inventory, shipment, and point-of-sale data.
* Implemented a data-driven approach to transform Global Talent Insights Reports, leveraging Power BI's interactive features and advanced visualizations, leading to a 40% increase in user engagement and a 15% reduction in report generation time.

#  ADDITIONAL EXPERIENCE

## New York Institute of Technology, New York, NY Jan 2023 – Jun 2023

*Teaching Assistant*

* Taught SQL to 25 students, created and executed excellent lesson, assessments and strategies that resulted in students obtaining in-demand tech skills and a stimulating experience while learning and proven time management and teamwork skills.

#  TECHNICAL PROJECTS

## Music Application System using SQL

* Established a schema in the database system, crafted a relational data model, and developed an ER diagram using PostgreSQL to enhance analytics and facilitate robust database development.
* For a specific analytic emphasis, defined fact and dimension tables for a star schema and wrote an ETL pipeline that uses SQL to transport data from files in two local directories into these tables in Postgres.

## Website Development using AWS

* Using Amazon S3 for static website hosting, AWS Amplify for serverless web apps, and AWS Lambda for serverless functions, managed to create the instance. Secured the Website using IAM Security Policy and encryption, optimized AWS resources to reduce cost for the Website.
* Architected AWS-based web application frameworks, incorporating Amazon EC2, RDS, and ECS, enabling scalable and dependable solutions. Implemented auto-scaling and load balancing for optimal performance and high availability of web applications.