

Abhishek Sharma

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SKILLS SUMMARY

Technical Skills: Python, SQL, SPSS Modeler, IBM Cognos Analytics, Power BI, Spreadsheet and Modelling, Tableau, Canva, HTML, Automation Testing, Functional Testing, Autodesk Inventor, AutoCAD, SPSS Statistics

Soft Skills: Critical Thinking, Problem Solving, Leadership, Team Collaboration, Active Listening, Negotiation & Communication

INTERNSHIP

- **Business Development Executive Intern, UPTOSKILLS** June'24-Aug'24

About: Developed and executed sales strategies, generated leads, built client relationships, and contributed to revenue growth through targeted outreach

- Identified potential clients through market research, outreach, and networking, successfully converting leads into valuable partnerships with educational institutions
- Established and nurtured strong relationships with clients and stakeholders, enhancing customer satisfaction and contributing to overall business growth

- **Programmer Analyst Trainee, Cognizant** Feb'22-Sep'22

About: Enhanced software functionality validation through expertise in Python-based **automation & functional testing**.

- Designed and executed automation test scripts using **Python** to streamline quality assurance processes, reduce manual testing efforts, and improve project efficiency
- Conducted hands-on training sessions on automation frameworks and **functional testing methodologies**, ensuring consistent team alignment with testing standards
- Technology Used:** Python, Selenium, HTML5

PROJECTS

Predicting Employee Attrition Using SPSS Modeler Sep'24

- Utilized **SPSS Modeler** to clean, preprocess, and analyze employee data, including demographics, performance, and job satisfaction
- Built **logistic regression** and **decision tree** models to predict the likelihood of employee attrition based on historical data
- Technology Used:** SPSS Modeler, Data Preprocessing, Decision Trees, Logistic Regression, Data Visualization

Comparative Ratio Analysis of Chalet Hotels and Indian Hotels Company Ltd.: A Financial Performance Assessment

- Conducted a detailed comparative **ratio analysis** of Chalet Hotels and Indian Hotels Company Ltd. (IHCL), focusing on key financial metrics such as **liquidity, profitability, and efficiency ratios**
- Analyzed key financial ratios, including profitability, liquidity, leverage, and efficiency ratios, to evaluate the financial health and operational efficiency of both companies
- Used **efficiency ratios** like asset turnover and inventory turnover to gauge operational effectiveness in the hospitality industry

Zomato Restaurant Performance Dashboard Feb'24

- Built detailed **visualizations** to analyze restaurant sales, customer reviews, and delivery performance across different time periods
- Developed **KPI** trackers for delivery times, customer satisfaction, and menu item popularity to improve restaurant operations
- Analyzed regional data to highlight trends and identify underperforming areas for targeted marketing strategies
- Tools Used:** Power BI, Tableau

ACHIEVEMENTS

- **Generated Revenue by sales:** Sep'23

Successfully generated 9,000 in revenue by effectively selling the Incredible Tees product line

- **Secured Position in National Science Olympiad:** Mar'17

Achieved a top position in the National Science Olympiad, demonstrating strong analytical and problem-solving skills

CERTIFICATIONS

• Big Data IBM	Sep'24
• Cognos Analytics IBM	Jan'24
• SPSS Modeler IBM	May'24
• Python 101 Data Science IBM	Sep'23
• Enhancing Soft Skills and Personality Development NPTEL	Mar'19

EDUCATION

- **Lovely Professional University, Punjab**

Masters of Business Administration -Business Analytics & Finance: CGPA: 7.63 Aug'23 – June'25

- **GL Bajaj Institute of Technology & Management, Gr. Noida**

Bachelor of Technology in Mechanical Engineering: Percentage: 70% Aug'2018 – July'22