ROHIT PANJRATH

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Education

Degree	Institute	Year	Marks
MBA (Finance & Business Analytics)	Delhi Technological University	2023–25	75.05%
BBA	Guru Gobind Singh Indraprastha University	2020-23	82.45%

Work Experience

Jun 25 – Oct 25 | **Business Analyst Intern, Insightful Mentoring Network Pvt. Ltd.** | **Faridabad**

- Processed and analyzed **15,000+ rows** of business and sales data using SQL, Excel, and Python, improving reporting accuracy by **20%.**
- Designed and automated **5+ dashboards** (Power BI, Tableau, Excel) providing real-time visibility of sales KPIs like revenue, conversion rate, and lead-to-admission ratio.
- Delivered actionable insights to leadership for **sales forecasting, campaign ROI,** and **regional performance benchmarking.**
- Collaborated with cross-functional teams to improve CRM data hygiene, ensure KPI consistency, and automate MIS reporting.

Projects

- Conducted **Zomato Restaurant Analysis** using SQL and visualization tools; revealed **15% regional price variance**, influencing **demand and supply forecasting**.
- Executed **Airbnb Market Analysis** optimizing 20+ SQL queries for price, availability, and occupancy—**improving benchmarking and forecasting by 35%**

Jul 24 – Aug 24 | **Finance Intern, Airports Authority of India (AAI)** | **New Delhi**

- Supported **budgeting and financial planning for ₹25M**+, enhancing forecast accuracy by **12%.**
- Processed payroll for **500+ employees** and handled **200+ medical claims** with 100% accuracy..
- Verified invoices worth **₹10M**, streamlined account reconciliations, and boosted cash flow efficiency.
- Contributed to financial reporting improvements and risk checks aligned with government and compliance standards.

Jun 22 – Aug 22 | **HR Corporate Sales Intern, Posteno Consultants** | **New Delhi**

- Research on 500+ companies was conducted and **20+ clients** were onboarded (incl. Lenskart, Tech Mahindra), driving category growth.
- A **30% expansion of the client portfolio** was achieved, strengthening market presence and revenue opportunities.

Academic Projects

2023-25

- **Consumer Preference Study –**Conducted survey of **150+ consumers**, analyzed data, and documented insights ensuring accuracy and reporting transparency.
- **Financial & Competitive Analysis –** Sun Pharma**:** Reviewed 5 years of data **(2018–2022)** vs. 3 peers; found **12% margin growth, 18% debt reduction,** and **1.3x stronger liquidity**, showcasing a clear competitive edge in profitability and stability.

Technical and Soft Skills

IT & Analytical Tools: MS Excel (Advanced), SQL, Power BI, Tableau, Python, MS Office (Outlook, Word).

Financial Skills: Market Analysis, Trading Operations, Financial Modelling, Risk & Compliance, Forecasting.

Certifications: Investment Risk Management | NISM Investor Certification (2024) **–** 78% (Top 20%).

Languages: English (Fluent), Hindi (Fluent).

Soft Skills: Analytical Thinking, Cross-Functional Collaboration, Communication & Presentation, Problem-Solving.