

# Swastik Suman Sahoo

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## Skills Summary

- **Technical Skills:** Java, Python, SQL, AI/ML (Libraries: - Matplotlib, Seaborn, NumPy, Pandas), Spark, R
- **Tools/Platforms:** MS-Office, MS-Excel, PowerPoint, Google Sheets, Tableau, Power BI, Google Colab, SPSS
- **Soft Skills:** Adaptability, Time management, Team Collaboration
- **Financial Skills:** Financial Modelling, LBO Model, DCF, Budgeting, Forecasting, Mergers and Acquisitions, Valuation Modelling

## Internship

### Lacozy Enterprises

*Business Analyst Intern*

June 2024 - August 2024

#### Learning Outcomes:

- Developed dashboards in Excel and Power BI to analyze customer behavior and sales trends
- Collaborated with cross-functional teams to optimize sales strategies and enhanced operational efficiency
- Enhanced marketing campaigns with data insights to improve targeting and maximize ROI

## Projects

- **ANALYTICS FOR REVENUE AND SALES GROWTH IN COFFEE SHOP SALES | MS EXCEL:** September 2024
  - Domain: Data Visualization | MS EXCEL | Analytics
  - Imported, transformed, and loaded sales data using Power Query and prepared the detailed analysis
  - Cleaned and refined datasets to ensure data accuracy and consistency for reliable insights
  - Used pivot tables to organize and summarize large datasets and highlighted key sales and product patterns
  - Created visual representations with charts and graphs to illustrate the sales trends and actionable insights
- **ANALYTICS FOR REVENUE AND INSIGHTS IN THE HOSPITAL SECTOR | MS EXCEL | POWER BI:** July 2024
  - Domain: Data Visualization | MS EXCEL | Power BI| Analytics
  - Cleaned and transformed customer and revenue data using Power Query for consistent and detailed analysis
  - Developed metrics like ARPC and CLV using DAX in Power BI
  - Built Power BI dashboards to track customer segments, revenue trends, and occupancy rates
  - Provided actionable insights into revenue optimization and improved marketing strategies
- **FINANCIAL REPORTING AND VALUATION MODELING | APOLLO HOSPITALS:** February 2024
  - Domain: Forecasting company's future financial performance | MS Excel
  - Worked extensively on the Leverage Buyout (LBO) Model to evaluate the financial feasibility and potential returns of a leveraged acquisition
  - Provided detailed insights into the company's key inputs for valuation models, including revenue growth rates, operating margins, and cost of capital
  - Enabled investors to effectively assess the company's intrinsic value, make informed investment decisions, and strategize for future growth

## Achievements

### Research paper published on SSRN:

March 2023 – May 2024

- As of August 1, 2024, it has been **downloaded 33 times** and listed in the top 10 journals **published in SSRN Journal**

## Certifications

- Advanced Excel by Udemy August 2024
- Tableau by Udemy June 2024
- JAVA by MyCaptain March 2024

## Education

### Lovely Professional University

*Integrated Bachelor of Technology - Computer Science and Engineering with MBA ; CGPA: 7.5*

Phagwara, Punjab, India

Aug 2020 – Jun 2025

### Ispat English Medium School

*Intermediate; Percentage: 88%*

Rourkela, Odisha

Apr 2018 – May 2020

### Ispat English Medium School

*Matriculation; Percentage: 94%*

Rourkela, Odisha

Apr 2007 – June 2018