

Kushagra Singh

MBA Business Analytics | University of Lucknow

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Professional Summary

MBA Business Analytics candidate at University of Lucknow with experience in data analysis, MIS reporting, and HR analytics. Skilled in MS Excel, CRM data management, and dashboard creation. Experienced in sales analytics and operational monitoring at UltraTech Cement and Mothers Lite. Seeking a Business/Data Analyst role to drive data-backed decision-making.

Work Experience

Sales & MIS Executive | Mothers Lite Pvt. Ltd., Katni, Madhya Pradesh

Sep 2023- Jul 2024

Managed and maintained CRM data using Microsoft Excel to support sales and business development activities. Developed comprehensive sales reports and dashboards, providing key insights for strategic decision-making and sales forecasting. Analyzed sales trends and performance data to identify growth opportunities and optimize operational efficiency. Collaborated with the sales team to streamline workflows and provide critical data-driven support, directly contributing to enhanced commercial outcomes.

HR Compliance & Truck Monitoring System | UltraTech Cement Internship Project

Jun 2025- Jul 2025

Spearheaded a data-driven HR monitoring project, focusing on truck balance and alcohol compliance checks to enhance operational safety and efficiency.

Collected, observed, and analyzed data using the HRIS (Human Resources Information System) to provide actionable insights for HR operations.

Designed and presented visual trackers and reports to stakeholders to support data-based decision-making. Skills Used: Data Analysis, HRIS Systems, MS Excel, Compliance Monitoring, Analytical Skills.

Education

Master of Business Administration (MBA) in Business Analytics

University of Lucknow, Lucknow, Uttar Pradesh | Sep 2024 - 2026 (Expected)

Bachelor of Science (B.Sc.)

University of Lucknow, Lucknow, Uttar Pradesh | 2020 - 2023

Skills

Data & Analytics: Data Collection, Data Management, Data-based Decision Making, Analytical Skills, Compliance Monitoring, HRIS (Human Resources Information System)

Technical: MS Excel (Pivot Tables, VLOOKUP, Data Cleaning, Dashboards), MS PowerPoint, MS Word

Business Operations: Sales Operations, Operations, Stock Management

Soft Skills: Communication, Attention to Detail

Honors & Awards

First Position – One-Act Play (Inter-University Yuva Mahotsav "Umang"), Mahatma Gandhi Kashi Vidyapeeth, Varanasi – Feb 2023

Represented University of Lucknow and secured 1st place among multiple universities; showcased teamwork, creativity, and strong stage presence.

Best Student of the Year, CBSE Tirupati Montessori School – Dec 2019

Awarded for outstanding academic performance, discipline, leadership, and extracurricular achievements.