Aarav Sharma

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EDUCATION

Example Business School (fictional) 2025 - 2027 (expected)
MBA, Business Analytics

CGPA [X.X]/10. Analytics club lead.

Example Institute of Technology (fictional) 2018 - 2022
B.Tech, Electronics

First class; final-year project on time-series anomaly detection.

EXPERIENCE

Example Retail Analytics Pvt Ltd (fictional) May 2026 - Jul 2026
Summer Intern, Data Analyst, Bengaluru

- Analysed 4.2 million transactions with SQL and Python to segment customers on recency, frequency and spend; found 18 percent of customers drove 61 percent of revenue.
- Built a churn model (AUC 0.81 on a hold-out set) for a retail client; the team used the top-decile list in a win-back campaign.
- Built a Power BI dashboard with 12 KPIs replacing 3 weekly Excel reports.

Example IT Services Pvt Ltd (fictional) Jul 2022 - Jun 2025
Business Analyst, Pune

- Built a demand forecast for 300 SKUs that cut MAPE from 31 to 22 percent and reduced stockouts by 14 percent.
- Designed and analysed 9 A/B tests; the winning checkout change raised conversion from 3.4 to 4.1 percent.
- Automated a daily SQL pipeline for 5 sources, cutting report delivery from 6 hours to 40 minutes.

PROJECTS

Churn prediction: [telecom dataset]

Compared 3 models, chose a logistic model for explainability, and wrote a one-page action plan for retention.

Public dashboard: [city air-quality data]

Published a Tableau Public dashboard with 5 years of data; shared with 2 civic groups.

SKILLS

Core: SQL, Statistics, Forecasting, A/B testing

Tools: Python (pandas, scikit-learn), Power BI, Tableau, Excel

Languages: English, Hindi, Marathi

EXTRACURRICULARS

- Analytics club lead: ran 8 workshops for 100 students.
- Volunteer data analyst for a local NGO, analysing donor retention.
- Marathon runner; finished 2 half marathons.

Fictional candidate. All names, employers, figures and contact details are invented for illustration.