

GULFAN JABBAR AHMED KHAN

Data Analyst | SQL, Power BI, Python

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SUMMARY

Computer Science graduate with three self-directed analytics projects built using Python, SQL, and Power BI, each documented in a public GitHub repo. Built this analyst skillset independently while completing technical internships in embedded systems and machine learning.

TECHNICAL SKILLS

Data Analysis: SQL, Excel (pivot tables, VLOOKUP), Power BI, Statistical Analysis, Data Modeling, ETL Processes

Programming: Python (Pandas, NumPy, Matplotlib, Seaborn)

Data Visualization: Power BI, Excel, Dashboard Design

Known Technologies: C/C++, TensorFlow/CNN (from ML internship), embedded systems (Arduino, Raspberry Pi, MQTT/HTTP)

PROJECTS

Customer Shopping Behavior Analysis

Segmentation and revenue analysis of 3,900 retail transactions.

- Analyzed 3,900 retail transactions to uncover customer segments, spending patterns, and purchase drivers
- Segmented customers via PostgreSQL queries by purchase frequency into Loyal (3,116), Returning (701), and New (83) groups
- Designed an interactive Power BI dashboard visualizing revenue trends across demographics, product categories, and subscription status
- Recommended subscription incentives after finding non-subscribers generated \$170K vs. \$63K in subscriber revenue

Superstore Sales Analysis

Regional revenue and profitability analysis across a full Python to SQL to Power BI pipeline.

- Processed 9,994 sales records across a full Python, SQL, and Power BI pipeline to identify regional revenue and profitability patterns
- Built interactive dashboards with bar charts and scatter plots to surface regional and category-level trends at a glance
- Identified that discounts exceeding 30% reduced profitability by 15%, informing a recommendation to cut high-risk discount tiers
- Modeled an estimated 8% revenue lift and 6% margin improvement under a reduced-discount scenario

Employee Attrition Analysis

Attrition driver analysis across departments, salary bands, and tenure.

- Examined employee data in Python (Pandas, Seaborn, Plotly) to uncover a 23.81% overall turnover rate
- Compared attrition across departments (15% to 29%), salary bands, and tenure (avg. 3.5 yrs) to flag high-risk segments
- Generated a correlation heatmap identifying job satisfaction as the strongest predictor of attrition ($r = -0.39$)

WORK EXPERIENCE

Emertxe Information Technologies

Bangalore, India

Embedded Systems & IoT Trainee

Aug 2023 – Sept 2024

- Built sensor-integration mini-projects in Embedded C/C++ on Arduino and Raspberry Pi, debugging hardware-software issues after formal training in the fundamentals
- Deployed real-time IoT applications using MQTT and HTTP protocols to stream sensor data to cloud dashboards (ThingSpeak, AWS IoT) for remote monitoring
- Worked through embedded Linux internals independently while applying training to hands-on mini-projects

Compsoft Technologies

Bangalore, India

Machine Learning Intern

Aug 2022 – Sept 2022

- Engineered a deep learning model for speech emotion recognition using MFCC-based feature extraction and TensorFlow
- Improved model performance through refined feature extraction and preprocessing optimizations, reducing training time
- Worked within a 4-person team, sharing feature-extraction results and preprocessing decisions to support deployment

EDUCATION

Anjuman Institute of Technology and Management

Bhatkal, India

Bachelor of Engineering in Computer Science

Aug 2019 – Aug 2023

- CGPA – 7.54/10
- Relevant coursework: Data Structures, Algorithms, Database Management, Machine Learning, Computer Networks

CERTIFICATIONS

- PwC Switzerland, Power BI Job Simulation (data cleaning, dashboard creation, and insights communication)
- IBM SkillsBuild, Data Fundamentals (data types, data handling, and data science concepts)
- Microsoft & LinkedIn, Career Essentials in Data Analysis (Excel, Power BI, and visualization)