

# Shrey Mishra | Data Analyst

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## PROFESSIONAL SUMMARY

Analytical and detail-oriented Data Analyst with over 3 years of experience in leveraging data insights to drive increased profit margins for **e-commerce** businesses. Demonstrated expertise in **web scraping, data analysis**, and automation to enhance operational efficiency and **profitability**. Proven record of delivering actionable insights, optimizing inventory management, and automating processes to support strategic decision-making.

**Core Competencies:** Web scraping, Business Acumen, Leadership, Problem-Solving, Critical Thinking, Communication

**Technical Tools:** Python, SQL, G-sheets, MS Excel, Excel automation, PowerBI, MS PowerPoint, Tableau

**Libraries:** Pandas, Selenium, BeautifulSoup, OpenCV, Numpy, Seaborn

## PROFESSIONAL EXPERIENCE

Senior Associate, FMCG | Zomato Hyperpure

04/2023 - 11/2023

- Conducted daily analysis on depleting stock items against demand to boost category total sales by 100% in 3 months
- Analyzed data points of top-selling SKUs and inventories to **increase** the monthly **GMV** by 30%
- Built a dashboard to automatically flag **near expiration dates of SKUs** to alert the sales team, saving 20% stock value
- Increased the profit **margin** for the category by optimizing platform pricing strategies and reevaluating profit margins.
- Created an automated tracking report for live inventory management across 11 warehouses, enabling real-time analysis of sales cost metrics for flash sale
- Brought down **out-of-stock** instances to near zero by **building a workflow using insights from ARS** that would factor in metrics such as lead time, case size and minimum load and timely replenish stocks

Associate, Catalog | GoMechanic

04/2022 - 03/2023

- Reduced manual effort by **50%** by employing Python's **OCR** to convert **alphanumeric images** into **text** which was further used by the electronic part catalog team
- Enhanced the accuracy and relevancy of product information by refining part categorizations and descriptions. Utilized **Python** scripts to **scrape data** from OEM websites like Maruti Suzuki, Boodmo, Toyota, and Mahindra, and subsequently transformed and loaded the data into our database.
- Scripted in Python to accurately match spare parts with SKUs, significantly improving the customer shopping experience.
- Developed Python scripts to **automate the mapping process**, reducing the time required to complete mapping for **728 sub-categories** from 6 months to just 20 days

Associate, Transportation | Amazon

09/2020 - 03/2022

- Maintained a database of 100 transporters to procure best-suited vendors running cost margin analysis
- Awarded Best Performer for proactively identifying and resolving transportation delays, addressing capacity constraints, and optimizing routes to ensure smooth and timely operations.
- Trained 10 new hires on supply chain** transportation management, and developed new material into situations such as managing strikes, severe weather conditions, environmental considerations, and truck delays
- Ensured compliance with transportation regulations and safety standards, collaborating closely with third-party carriers and logistics partners to maintain adherence to service level agreements and quality standards.
- Worked closely with customer service teams to address and resolve **transportation** challenges, ensuring a positive customer experience.

## EDUCATION

Bachelor in Technology, Mechanical, DIT University, India

2020

## CERTIFICATIONS

Data Science: Python for Data Analysis Full Bootcamp, Udemy

2024

Intro to SQL, Kaggle

2024