




ABDUL SAMAD

+91 9278207691 | Samadquarshi@gmail.com

 <https://www.linkedin.com/in/samad-qureshi-15349a241>

Objective

A highly driven recent Business School Postgraduate seeking a full-time position as a Business Analyst to lend my knowledge and Expertise to help your organization improve profitability.

Education

- **Jamia Hamdard University** 2022-2024
MBA (Marketing and International Business)
70%
- **Institute of technology and Science** 2017-2021
Bachelor's of Business Administration
72%
- **The Baptist Convent Sr. Sec. School** 2017
AISCE (XII)
73%
- **The Baptist Convent Sr. Sec. School** 2015
AISCE (X)
7.8 GPA

Skills

- SQL (MySQL, PostgreSQL) •PowerBI •Advance Ms Excel •Ms office 360(word, PowerPoint, Excel) •Data Visualization and Analysis •Digital Marketing (SEO, SEM, SMM) •Communication and Presentation Skills •Problem Solving and Strategic thinking • Brand Management and Stakeholders Management •Business Analytics •Team Management •Product and Customer Relationship management

Experience

- **SHANKER ZIP INDUSTRIES PVT LTD.** June 01, 2023 - July 27, 2023
Summer Intern
 - Need and Requirement gathering
 - Social Media Marketing
 - Customer Relationship management
 - Comparative Analysis
- **Belpatram infratech** 21/08/2021 - 07/11/2021
Business Development Executive
 - Client Acquisition & Retention
 - Lead generation & Cold Calling
 - Email Marketing
 - Customer Relationship Management

Projects

- **Sales Forecasting Dashboard using Power BI**
 - Incorporated Data Analysis techniques using Power BI, Specializing in time series analysis, to deliver valuable insights, accurate sales forecasting and interactive dashboard creation, driving Business success.
 - Data cleaning and processing using Power query editor
 - Using several KPI's forecasted the future Sales of a CompanyProject link: <https://in.docworkspace.com/d/slACkyoth2vbqtQY?sa=cl>
- **HR Analytics Dashboard**
 - Analysis of Employees performance using several key performance indicators
 - finding employees retention and attrition rate using Power BI
 - Project Link: https://in.docworkspace.com/d/slO6kyothk_zqtQY?sa=cl
- **Leveraging the Hospitals Building Brand Equity**
 - Understanding the basic concepts of Consumer behaviour
 - Analysis of role of Brand Equity in customer loyalty
 - Research of role of Consumer behaviour in building Brand Equity
 - Presenting it with the help of dissertation report
- **Marketing Strategies of Big Bazaar**
 - in-depth study on the working model of Big Bazaar
 - Analyzing there Strategies
 - Conducting Exploratory research
 - Presented with the help of a Presentation.

Certifications

- Power BI Data Analyst - By Microsoft Corporation (persuing)
- Google Business intelligence (Persuing)
- Advanced Corporate Strategy by IIM Banglore (Persuing)
- Data Driven Marketing Decisions (Persuing)

Achievements & Awards

- Best orator of the year - Annual ceremony - The Baptist Convent School
- 3rd Position - Dynafest Debate Competition - ITS Mohan Nagar

Interests

- Gym, Car Enthusiast, Exploring Nature

Reference

- **Harsh Agarwal - Clarivate**
Senior IP Analyst