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**SUMMARY:**

- An engineering graduate with 6 months of experience in the sales domain seeking a challenging role in the field of data. Possesses strong knowledge in Python, MySQL, and Excel, along with skills in Data Cleaning, Data Visualization, and Data Manipulation to extract meaningful insights and contribute to data-driven decision-making.
- LinkedIn: <https://www.linkedin.com/in/mohamed-faizal-baseer-m/>
- Tableau Profile Link: <https://public.tableau.com/app/profile/mohamed.faizal.baseer.m>
- GitHub Repositories: <https://github.com/MohamedFaizalBaseer-M?tab=repositories>

**KEY SKILLS:**

- **Languages:** Python.
- **DBMS:** MySQL (CTE, SUBQUERIES, WINDOW FUNCTIONS, JOINS).
- **Visualization Tools:** Advanced MS Excel, Tableau and Power BI.
- **Libraries:** NumPy, Pandas, Scikit-Learn, Matplotlib, Seaborn.
- **Skills:** Exploratory Data Analysis (EDA), Data Visualization, Data Cleaning, Data Manipulation, Regression and Classification
- **Soft Skills:** Communication, Time Management, Problem Solving.

**EDUCATION:**

COURSE	INSTITUTION	YEAR	REMARKS
Data Analytics Program	Great Lakes Institute of Management, Chennai.	2023	Completed
Bachelor of Ceramic Technology	Anna University-ACT, Chennai.	2017-2021	78%
H.S.C	St. John's Matriculation Higher Secondary School, Chennai.	2016-2017	89.16%
SSLC	St. John's Matriculation Higher Secondary School, Chennai.	2014-2015	94.2%

**EXPERIENCE:**

- **Inside Sales Specialist – Skill-Lync**  
Sep 2022 – Feb 2023
  - Collaborated with a dynamic sales team in an EdTech company, promoting and selling educational products and services.
  - Built and maintained strong relationships with clients through regular communication, product demonstrations, and follow-ups.

- Actively participated in sales training programs to enhance product knowledge, sales techniques, and objection handling skills.

#### **ACADEMIC PROJECTS:**

- **Predictive Analysis on Big Mart Outlet Sales Dataset Using Linear Regression**

##### **Model. (Python)**

**Objective:** The Goal is to explore the data and process it for predictive analytics study. The steps involve Analyzing the data, Handling the duplicate records, missing values and inconsistent data. Then transforming the categorical data to machine learning model. Then predicting the value of sales using regression model.

**Key skills:** Data Cleaning, Data Manipulation, Data Pre-processing and Linear Regression.

- **Data Visualization on Honey Production dataset using Seaborn and Matplotlib**

##### **libraries. (Python)**

**Objective:** The Goal is to use Python visualization libraries such as seaborn and matplotlib to investigate the data and get some useful conclusions.

**Key Skills:** Data Visualization.

- **Data Analysis on Film-Rental store data. (MySQL)**

**Objective:** There is a film rental store that provides DVDs on a rental basis. The owner has a helper who helps him by providing reports using SQL queries for business purposes. Today, unfortunately, his helper is not available. So as a Data Analyst he asked us to provide reports using SQL queries to make important business decisions.

**Key Skills:** Joins, Subqueries, Common Table Expression, Window Functions.

- **DVT – Video Games Sales Analysis. (Tableau)**

**Objective:** The end goal here is to analyze and create an interactive dashboard on video games sales dataset.

Project Link:

[https://public.tableau.com/views/VideoGamesAnalysisProject/Dashboard1?:language=en-US&:display\\_count=n&:origin=viz\\_share\\_link](https://public.tableau.com/views/VideoGamesAnalysisProject/Dashboard1?:language=en-US&:display_count=n&:origin=viz_share_link)

**Key Skills:** Data Visualization, Dashboard Creation.

#### **ACHIEVEMENTS & CERTIFICATIONS:**

- **Programming Basics** - Great Learning (Issued Jun 2022).
- **Python Fundamentals for Beginners** - Great Learning (Issued Jun 2022).
- **SQL (Basic) Certificate** – HackerRank (Issued Jul 2023).  
<https://www.hackerrank.com/certificates/61fa2a0b822d>
- **SQL Gold Badge** – HackerRank.