

# ABHISHEK KOHLI

Salford, Manchester, United Kingdom • [kohliabhishek@outlook.com](mailto:kohliabhishek@outlook.com) • +44-7442007064 • [LinkedIn](#) • [My Website](#)

## Data Analyst | Front-End Developer | MS in Data Science |

### PROFESSIONAL SUMMARY

Versatile professional with a solid foundation in data analysis and front-end development, MS in Data Science, and extensive experience in various industries. Adept at leveraging business analysis, data mining, and predictive analytics to drive informed decision-making and deliver actionable insights. Proficient in creating intuitive dashboards, visualizations, and web applications using diverse technologies. Strong communicator and team player with a proven successful project management and client engagement track record.

### AREAS OF EXPERTISE

- Business Analysis.
- Data Mining & Collection.
- Data Modeling & EDA.
- Data Analysis & Insights.
- Dashboards & Visualizations.
- Predictive Analysis with Machine Learning.
- Python for Data Analysis.
- SQL & Microsoft SQL Server.
- Front-End Web Development.
- HTML5 CSS & JavaScript.
- React.js 18, Tailwind CSS.
- Next.js.
- Node.js, Express, MongoDB.
- MS Excel & MS Office Suite
- Retail Merchandising & Buying.
- Product Planning.
- Problem Solving, Client Communications.
- Vendor Management.
- Training

### EDUCATIONAL BACKGROUND & CERTIFICATIONS

#### EDUCATION

##### **MS in Data Science**

Liverpool John Moors University, UK

##### **PGD in Data Science**

International Institute of Information Technology,  
India

##### **BSc. In Hotel & Hospitality Administration |**

NHMCT/IGNOU

#### CERTIFICATIONS

(WIP) PL-300: Microsoft Power BI Data Analyst  
Business Analytics | [upGrad](#)  
Advanced Tableau | [upGrad](#)

### PROJECTS

[Estate.abhishekkohli.me](https://estate.abhishekkohli.me)

#### **About:**

I did this Project with the MERN (MongoDB, Express, React.js Node.js) project, which is for Estate management, where customers can get leads for Buying & Renting Homes and create a listing of homes.

Technologies used: Node.js, Express, Mongo DB, React.js.

[veesurvedemo.abhishekkohli.me](https://veesurvedemo.abhishekkohli.me)

#### **About:**

This client project is for an event management & holiday planning company. The Landing page shows the services they offer, and the Holiday section has the functionality of searching holiday packages, reserving the packages, and favouriting their choices for review.

Technologies used: Next.js, Tailwind CSS, Mongo DB, Clerk AUTH, Shadcn-ui, TypeScript.

## PROFESSIONAL EXPERIENCE

### **Manchester 235 – Manchester, UK**

#### **Poker dealer, 2022 to Present.**

- Provided hands-on support to supervisor in poker desk management, creating a more entertaining game for clients, and oversaw poker tournaments and cash games as per instructions.

### **Grosvenor (Didsbury) – Manchester, UK Croupier & Poker dealer, Jan to June 2022**

- Provided hands-on support to supervisor in poker desk management, creating a more entertaining game for clients, and oversaw poker tournaments and cash games as per instructions.

### **Havells India LTD (A Global Consumer Durable Products Manufacturer) – Noida, India (2017 to 2021)**

#### **Product Manager (Lloyd Electronics), 2019 to 2021**

- Managed cross-functional teams and comprehended product selling points.
  - Led the smooth vertical launch process by coordinating the development of the New Refrigerator Product line-up in conjunction with key stakeholders. Launched a product line of 49 new SKUs and drove 12% Revenue by integrating R&D, Design, QA, & Service. Built new compelling templates for products by coordinating with vendors—identified product gaps and created new product ideas.
- ✓ **Key Contribution:**
- Formulated product pricing and positioning strategies and collaborated with PR and marketing teams to handle product launches.

#### **Operations Manager (A Global Consumer Durable Products Manufacturer), 2017 to 2021**

- Oversaw the integration efforts across various departments, including IT, Finance, Accounts, Supply Chain Management, HR, Sales, and Marketing, post the acquisition of Lloyd vertical into Havells. Ensured and successfully integrated with IT, Accounts & Finance within 11 months.
- I led new developments in IT and business processes by developing and executing groundbreaking strategies.
- **Key Contribution:**
  - We streamlined hands-on implementations of the end-to-end operation of Cash to Customer cycles & Demand to Delivery process for Lloyd Business.

### **Ess Gee Retail Pvt. Ltd – New Delhi, India**

#### **Retail Manager (Adidas & Reebok), 2015 to 2017**

- Led recruitment and provided professional development training to the workforce on marketing strategies, planning forecasting, budgeting, and workflow development.
- Facilitated sound data-backed decision-making to attain optimal outcomes. Generated annual business of 20 Crores by formulating and administering Buying & Merchandising, Training & store operation for 25 EBO. Maintained the attractive display of the store by designing and implementing creative visual merchandising plans and layouts.

#### **Key Contribution:**

- Mitigated costs/Operational Expenditure by 28% in two years, propelled business growth by 21% YOY, and modified expenses through leveraging data.

### **CORNELIANI – New Delhi, India**

#### **Fashion Consultant, 2014 to 2015**

- We have provided progressive instructions to team members on best-in-class bespoke/ MTM techniques and practices. Fulfil customer preferences regarding body type and price range for the occasion by rendering tailored recommendations on individual pieces.
- We slashed buying costs by 12.5% by examining trends, forecasting sales, optimizing arrival timelines, and improving merchandise buying.

## ADDITIONAL EXPERIENCES

**Retail Manager (United Colors of Benetton) | Store Manager (Men's), The Heritage | Assistant Manager Louis Philippe,**