

HASSAM BIN TARIQ

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EDUCATION

Institute of Space Technology, Islamabad (IST)

Islamabad, Pakistan

Bachelor of Science in Computer Science

2020–2024

– Business Data Analyst

Passionate about transforming data into actionable business insights to support strategic decision-making. Hands-on experience in Business Data Analytics and AI-driven solutions, with a Computer Science foundation. Skilled in understanding business domains, analyzing complex datasets, building predictive models, and transforming data into actionable business insights using Python and modern analytical tools. Combines strong data analytics with a solid grasp of business domains, processes, and requirements to bridge business needs and technical solutions.

ACADEMIC EXPERIENCE

Final Year Project | IST Islamabad

Islamabad, Pakistan

Skin Disease Detection System (Nominated for gold medal)

Skin disorders encompass any ailments that cause irritation, blockage, or harm to the skin, in addition to skin cancer.

Leading Group Member

Sep 2023 – Jul 2024

- Developed a machine learning-based disease detection system using medical image datasets.
- Performed data preprocessing, analysis, and model evaluation to improve prediction accuracy and system performance.
- Identified classification patterns and supported data-driven detection outcomes through analytical techniques.

TECHNICAL PROJECTS

Sales Performance Dashboard | Excel | Power BI

- Developed an interactive Sales & Profitability Analysis Dashboard using Excel and Power BI to evaluate business performance across categories, sub-categories, regions, and customer segments.
- Built KPI-driven reports using Pivot Tables, Pivot Charts, slicers, conditional formatting, and Power BI visualizations to analyze total sales (\$12.6M), total profit (\$1.47M), profit margin (11.6%), and sales contribution metrics.
- Identified operational inefficiencies and profitability trends by performing category-level and regional analysis, highlighting low-margin segments, high-performing products, and scalable growth opportunities to support data-driven business decision-making.

Olist E-Commerce Analysis | Python | SQL | Excel | JavaScript Dashboard

Live Dashboard: hassamkhan0826.github.io/olist_ecommerce_project-using-python-sql-excel-liveDashboard

- Built an end-to-end Business/Data Analyst project on the Olist Brazilian e-commerce dataset, moving from raw relational data through Python EDA, PostgreSQL business-question analysis (CTEs, joins, window functions), and Excel reporting (XLOOKUP, PivotTables, Power Pivot) to a live interactive JavaScript dashboard deployed on GitHub Pages.
- Quantified delivery performance and its link to customer satisfaction, finding median delivery time fell from ~19 days for 1-star reviews to ~10 days for 5-star reviews, and separated “delivered” from “on-time” as distinct operational KPIs (~97% delivered, with a meaningful late-delivery share).
- Built revenue, customer-retention, seller-performance, and geographic frameworks combining revenue, order volume, delivery reliability, and review scores to support commercial and operational decision-making.

Data Analyst Job Market Analysis | SQL | Python

Live Dashboard: hassamkhan0826.github.io/SQL_Project_Data_Job_Analysis

- Analyzed Data Analyst job-posting data across four relational tables in PostgreSQL (CTEs, joins, subqueries, CASE statements, UNION) to identify top-paying roles, in-demand skills, and highest-paying skills.
- Combined skill demand with compensation data to surface “optimal skills” balancing market demand and pay, and used Python/Pandas EDA to test whether skill breadth predicts salary — finding it does not, and that SQL and Python remain the foundational, complementary core skills.
- Delivered an interactive dashboard with Job Role and Location filters that dynamically update salary statistics, skill demand, top companies, and highest-paying job postings.

Business Analyst Case Study — Marketplace Analytics Initiative | Excel | SQL | Python | Power BI | PowerPoint

- Led a Business Analyst discovery-phase engagement (stakeholder mapping, MoSCoW-prioritized requirements, and a 17-KPI framework in Excel) to scope an analytics initiative before committing build resources, packaged as a five-tool deliverable spanning Excel, SQL, Python, Power BI, and PowerPoint.
- Wrote SQL and executed a Python data-quality validation notebook against the source tables, producing a Data Readiness Scorecard that surfaced real feasibility risks (e.g. ~1.9% of products missing category translations, ~1.9% of orders spanning multiple sellers) prior to development.

- Authored Power Query M and DAX build artifacts plus a 9-slide stakeholder presentation recommending the Phase 3 BI build, demonstrating the requirements-to-recommendation workflow of a BA engagement.

Healthcare RCM Denial Management — Business Analysis Case Study | Jira | Draw.io | Miro | Excel | Word | PowerPoint

- Led an end-to-end Business Analysis engagement to improve denial and rejection management for a simulated US healthcare Revenue Cycle Management organization, running stakeholder analysis, requirement elicitation, as-is process modeling, and root-cause & gap analysis against KPI evidence (rejection/denial rates, rework, denial resolution time, and Days in A/R).
- Authored the full requirements set — BRD, PRD, and FRD with business rules, non-functional requirements, and a Requirements Traceability Matrix — prioritized via MoSCoW and value-vs-effort, and translated requirements into epics, user stories, and acceptance criteria in a Jira backlog.
- Defined the to-be process and solution, supported change management (risk register, change requests, impact analysis), and tied every requirement to measurable outcomes (denial recovery rate, reduced rework and manual intervention, improved A/R) in an executive presentation.

Data Job Market Analysis — Power BI Dashboard | Power BI | Power Query

- Built an interactive Power BI business-intelligence dashboard on a data-job survey dataset, analyzing salary trends across roles, programming-language preferences, and the geographic distribution of data professionals.
- Modeled perceived difficulty of entering the data field alongside work-life balance and salary satisfaction to compare experience across job roles and professional characteristics.
- Prepared and transformed the data in Power Query, then developed KPIs and interactive visualizations structured to make patterns and comparisons easy to interpret and to support data-driven decision-making.

Bike Sales & Customer Analysis | Excel | PivotTables | PivotCharts

- Analyzed bike-sales and customer data in Excel to explore demographic and behavioral purchasing patterns and identify meaningful customer segments.
- Examined relationships between customer characteristics and purchasing behavior, using Pivot Tables for aggregation and summary analysis across demographic attributes.
- Built interactive Pivot Charts and an Excel dashboard, turning customer-level data into information that supports segmentation and better business decision-making.

Coffee Sales Dashboard | Excel | PivotTables | PivotCharts

- Consolidated a three-table coffee-orders dataset (orders, customers, and products) into a single analysis-ready table in Excel, using lookup functions (XLOOKUP / INDEX-MATCH) to populate missing customer and product fields.
- Created a calculated sales measure and built Pivot Tables to summarize performance over time, sales by country, and top-spending customers.
- Designed an interactive dashboard with Pivot Charts, slicers (roast type, size, and loyalty card), and an order-date timeline, making sales trends easy to explore and supporting data-driven decisions.

SKILLS

- **Data Analysis:** Power BI • SQL • Excel (XLOOKUP, PivotTables, Power Pivot, Power Query) • Python (Pandas, NumPy) • Exploratory Data Analysis (EDA) • PostgreSQL
- **Business Analysis:** Requirements Gathering • Requirement Elicitation • Stakeholder Requirements • Stakeholder Mapping • Gap & Root Cause Analysis • Process Documentation • Business Case Development • PRD & BRD • Jira
- **Soft Skills:** Analytical Thinking • Communication & Presentation • Problem Solving • Team Collaboration

CERTIFICATIONS

Data Analytics for Business Professionals

LinkedIn Learning • IIBA-endorsed | Business Analytics, Data Analytics

Sep 2026