

SONU KUMAR MAHATO

Kolkata, West Bengal Mobile: 9330531386 Email:sonupunked@gmail.com
<https://www.linkedin.com/in/sonu-mahato-a13160241>

EXPERIENCE

Business Analyst – Vendor Relations

Whole9Yards Global Ecom Pvt Ltd. | Feb 2025 – Present

- Identified inactive SKUs and worked with cross functional teams to relist them for sale
- Tracked vendor performance against sales targets and ensured timely achievement.
- Conducted market research and competitor analysis to support strategic decisions.
- Shared monthly reports on returns and Out-of-Stock SKUs for inventory management.
- Worked cross-functionally to improve vendor performance and streamline listing processes.

Senior Business Operations Analyst

INBEST | Jul 2024 – Feb 2025

- Managed and updated investor database for client communication and monthly reporting.
- Maintained daily transaction sheets with real-time updates and ensured data accuracy.
- Streamlined processes for enhanced operational efficiency.
- Delivered timely, accurate reports, improving client communication and trust.
- Extracted insights to drive business growth and strategic decisions.

Data Analyst

Kairos Consultants (Data-Driven Marketing Company) | May 2023 – May 2024

- Analyzed data to optimize restaurant and café operations, driving sales growth.
- Identified areas for new outlet expansions using data-driven insights.
- Conducted competitor analysis and presented findings to clients.
- Worked with marketing teams to design data-driven campaigns.

Business Analyst Intern: KultureHire | Mar 2023 – Jun 2023

Certifications

- **Data Analytics & Visualizations** – Accenture
- **Career Essentials in Business Analysis** – Microsoft & LinkedIn
- **Career Essentials in Project Management** – Microsoft & LinkedIn

Skills

- Advanced Excel, Power BI, SQL, PowerPoint
- Business Documentation: BRD, FRD, SRS
- Jira
- Google Sheets & Forms

Education

B.Sc – Vidyasagar College | Sep 2019 – Sep 2022