

# SHIVNATH DAS

Growth Officer | Data Analyst

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## SUMMARY

Results-driven professional with over 3 years of experience in operations and management, specializing in optimizing processes and enhancing team efficiency. Proven track record in leading projects, improving operational workflows, and managing cross-functional teams. Currently expanding expertise in data analysis through advanced coursework, with a focus on leveraging data-driven insights to support strategic decision making.

## EDUCATION

### IGNOU

Master's Degree in Social Work  
2021 - 2023

### Gauhati University

Bachelor of Commerce  
2017 - 2020

## SKILLS

- Excel Crash Course (Basic to Advanced)
- SQL for Data Science
- Powerbi
- Tableau
- Public Relations
- Teamwork
- Time Management
- Leadership
- Effective Communication

## CERTIFICATIONS

- Post Graduate Diploma in Computer Application
- Data Analysis Certification from Excelr Solution

## PROFESSIONAL EXPERIENCE

### Unikon.ai

Growth Officer | 2024 Oct - Present

- Spearheaded strategic initiatives, driving revenue growth and customer acquisition
- Launched innovative campaigns, enhancing customer retention and boosting lifetime value.
- Expanded market reach through partnerships, contributing to a growth in new client acquisitions.
- Optimized product offerings, increasing cross-sell and up-sell revenues .

### Astrotalk

Team Lead | 2022 May - 2024 Sept

- Lead a dynamic team of professionals providing top-notch astrological services.
- Oversee day-to-day operations and manage team performance.
- Ensure exceptional customer satisfaction through effective service delivery.
- Strategize, coordinate, and drive results to meet company goals.

### EbizzInfotech

Business Development Executive | 2020 - 2021

- Develop and maintain strong relationships with partners, agencies, and vendors to support marketing initiatives.
- Monitor and maintain brand consistency across all marketing channels and materials.