

Md Nakibul Islam

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PROFESSIONAL SUMMARY

Certified Data Analyst with a robust academic and professional background in data analytics, including an MS in Information Technology focusing on Data Management and Analytics. Successfully completed The Data Analytics Bootcamp at UMGC, encompassing 350+ hours of hands-on course material under industry expert mentorship. Proficient in analyzing business problems, data analysis, SQL, Python, and data visualization, with expertise in presenting actionable insights to diverse stakeholders. Over four years of specialized experience in sales data analysis combined with over a decade in pharmaceutical sales. Adept at solving complex problems, optimizing workflows, and driving data-driven decision-making processes.

RELATED TECHNICAL SKILL

- Data Analysis & Visualization: SQL, Microsoft Excel, Power BI, Tableau
- Statistical Analysis: Regression, Hypothesis Testing, Predictive Modeling
- Programming Languages: Python (Pandas, NumPy), R
- Data Modeling: Data modeling, Machine learning
- Data Preparation: Data cleaning and preparation
- Critical Thinking & Presentation: Critical thinking, Presentation skills
- Data Tools: Structured Query Language (SQL), Advanced Microsoft Excel, R or Python

PROFESSIONAL EXPERIENCE

Data Analyst/ Novartis

Mar-2019–DEC-2023

- Developed and implemented data collection strategies to gather customer feedback, using insights to enhance product features and inform strategic decisions.
- Ensured data accuracy by managing a comprehensive database through regular validation and cleaning processes.
- Analyzed large datasets using SQL and MySQL, maintaining data models and dashboards for business reporting.
- Utilized Python to create reports and data visualizations that highlighted key trends, presenting findings through graphs and actionable insights for stakeholders.
- Delivered sales performance reports with insights to executive management, identifying areas for improvement and strategic growth.
- Conducted statistical analysis on key performance indicators (KPIs), providing data-driven recommendations to senior management.
- Collaborated with marketing and product teams to design and execute surveys, collecting both qualitative and quantitative data to support strategic decisions.

Novartis | Territory Manager

Mar-2012 – Feb- 2019

- Led a team to exceed sales targets by creating and organizing data-driven strategy optimizations.
- Analyzed market potential, customer behavior, and sales performance, generating insightful visualizations that drove prescription growth and strategic planning.
- Submitted accurate daily and monthly sales reports, ensuring attention to detail and maintaining data integrity.
- Collected and evaluated market trends, providing problem-solving insights to inform decisions.
- Managed and organized reporting tools and documentation for team and management review, enhancing responsibility in reporting processes.
- Maintained strong communication with line managers and institutional partners to provide updates on market conditions.
- Actively contributed data-driven insights during meetings, facilitating better team decision-making.

Education and Certifications

- Data Analytics Bootcamp, University of Maryland Global Campus from 7th October,2024 to 7th April, 2025.
- MS in IT (Data Management & Analytics) | WUST, Alexandria, VA | Dec 2024
- Microsoft Cerytified: Power BI Data Analyst Associate
- Certified on Google Data Analytics Specialization, Coursera.
- MBA in Marketing, Southeast University, Bangladesh.
- Professional Business Analyst, People N Tech, VA, USA, Program Management Excellence.
- Google Data Analytics Capstone: Complete a Case Study-Coursera

Awards & Recognition

- **Top Performer Award** – Recognized for sales and data-driven strategy execution.
- **Values & Behaviors Award** – Honored for leadership, collaboration, and process optimization.