FAISAL KHAN

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SUMMARY

Dynamic **BI Developer** with expertise in bridging the gap between raw data and actionable intelligence. Proficient in building robust **ETL pipelines** using **Python, SQL, Snowflake, and Airflow**. Expert in customizing and automating CRM ecosystems (**Salesforce, Zoho, HubSpot**) to drive operational efficiency. Proven track record in developing high-impact **Power BI** visualizations and **RESTful API** integrations for enterprise scalability.

TECHNICAL SKILLS

- **Data Engineering & BI:** Snowflake, Apache Airflow, ETL/ELT, Power BI (DAX), Advanced Excel (VBA), Data Modeling, MIS Reporting.

- **CRM Development: Salesforce** (Apex, SOQL, LWC), **Zoho Ecosystem** (Deluge, Creator, CRM, Analytics), **HubSpot** (Operations Hub, Workflows, Custom Objects).

- **Languages:** Python (Pandas, NumPy, Django), SQL (PostgreSQL, MySQL), JavaScript (ES6+), HTML5, CSS3.

- **Tools & Cloud:** AWS (S3/EC2), Git/GitHub, Postman, Docker, RESTful APIs, OAuth 2.0, Webhooks.

WORK EXPERIENCE

BI Developer *Jan 2025 – Present*
Smartwyse Transcriptions LLP, Maharashtra

- Architected end-to-end **ETL pipelines** using **Python and Apache Airflow** to automate data ingestion into **Snowflake**.
- Developed interactive **Power BI** dashboards using **DAX** to visualize KPIs, resulting in a 30% improvement in decision-making speed.
- Engineered custom **Salesforce Apex** triggers and **Zoho Deluge** scripts to automate complex business workflows and lead lifecycles.
- Built **REST API** connectors to synchronize real-time data between **HubSpot** and **Zoho Analytics**, ensuring 100% data integrity.
- Optimized complex **SQL** queries and indexed database tables, reducing automated reporting latency by 20%.
- Designed custom **Zoho Creator** apps with **JavaScript** widgets to streamline internal transcription operations.

EDUCATION

B.Tech, Computer Science & Engineering *2021 – 2025*
Dr. Babasaheb Ambedkar Technological University, Lonere **CGPA: 7.00/10**

CERTIFICATIONS

- **Microsoft Certified: Data Analyst Associate (Power BI)**
- **AWS Certified Machine Learning: Data Engineering**
- **Data Science & AI Masters** – Udemy