STEPHANIE NJERI MWANIKI

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PROFESSIONAL SUMMARY

I'm a data professional with over 2 years in turning data into insights that actually help businesses make better decisions. My expertise spans data analytics, data science, business intelligence, and creating reports that executives and sales teams can actually use to improve their performance. I work with tools like MySQL to manage databases, Python (Pandas, NumPy, Matplotlib, Seaborn, Plotly) & Microsoft Excel for data cleaning as well as data exploration & data analysis and Microsoft Power BI & Tableau to build interactive dashboards that tell clear stories about what the data means. I have proven experience collaborating with cross-functional teams in sales, inventory, finance, and procurement to deliver actionable insights and support strategic business decisions. My approach combines technical skills with business sense in that I can spot unusual patterns in the data and track the KPIs that matter most. I am committed to delivering data solutions that drive measurable business impact and sustainable growth.

SKILLS

Data Analysis, Business Analysis, Business Intelligence, Data Science, Economics, CRM Systems, Market Intelligence, Artificial Intelligence, Statistical Analysis, Machine Learning, KPIs Tracking, Report Generation, Data Visualization, Data Cleaning, Data Quality, Data Pipelines, Automated Data Collection, Inventory Analysis, Sales Operations, Forecasting, Process Optimization, Customer Behavior Analysis, Competitor Analysis, Financial Analysis, Credit Scoring, Risk Management, Route Optimization, Predictive Maintenance, Strategic Decision Support, Cloud Platforms, AWS, Excellent Verbal and Written Communication Skills, Highly Organized, Self-Driven, Analytical Thinking, Problem Solving, Stakeholder Management, Cross-Functional Collaboration, Fast-Paced Environment Adaptability, Willingness to Learn.

EXPERIENCE

Data Analysis Mentor

Phoenix Ke. Analytics | Nairobi, Kenya | 2025 – Present

- Mentoring aspiring data analysts in core data analysis concepts and industry-relevant tools (Excel, MySQL,Tableau,Python, Power BI, etc.).
- Sharing practical insights on working with datasets from multiple industries including fintech, mobility data, and public transport sectors.
- Helping mentees build real-world projects and gain confidence in data-driven decision-making.
- Providing career guidance, feedback, and support to professionals as they transition into data roles.

Logistics Coordinator (inventory and logistics analysis)

Laboratory & Allied Ltd. | Nairobi, Kenya | 2024 – Present

- Conducted sales data analysis and monitored secondary sales analysis to assess sales performance and identify trends across different markets.
- Led inventory analysis for raw materials, packaging, and finished goods using predictive maintenance models and data quality validation, ensuring optimal stock levels and reducing stock outs by 17%.
- Implemented data integrity & consistency measures in stock reporting, improving data accuracy and eliminating discrepancies.
- Developed a KPI tracking framework to measure distributor efficiency, market penetration, and sales performance, leading to improved forecasting.
- Designed Power BI dashboards integrated with cloud platforms that enhanced market coverage analysis, providing actionable insights on distribution gaps and revenue opportunities.

- Applied process optimization techniques to streamline data reporting, reducing manual tasks and cutting lead times by 22%.
- Spearheaded workflow optimization initiatives that improved data accessibility and enhanced real-time sales tracking.
- Collaborated with cross-functional teams to provide key stakeholders with data-driven recommendations, improving decision-making processes.

Data Analyst Trainee

Universal Corporation Ltd. | Nairobi, Kenya | 2023–2024

- Performed secondary sales analysis to monitor distributor effectiveness and optimize product availability across various regions.
- Led sales data analysis efforts utilizing Matplotlib, Seaborn, and Plotly to generate detailed reports, uncover trends, and provide actionable insights for sales and marketing teams..
- Created Power BI dashboards that automated inventory analysis, improving stock control and ensuring seamless distribution.
- Developed KPI tracking models to measure sales performance, market penetration, and product demand across different territories.
- Conducted market intelligence reporting to uncover missed sales opportunities in Rwanda, Burundi, Malawi, and Zambia.
- Developed segment-wise business reports to assess regional sales, product category performance, and revenue contribution.
- Implemented Zoho CRM usage in sales tracking, improving CRM utilization and sales executive accountability.
- Assisted in workflow optimization by automating data collection and integrating various business intelligence tools.
- Applied process optimization strategies to streamline reporting frameworks, reducing reporting time by 30%.

Intern

Kenya Post Office Savings Bank | Nairobi, Kenya | 2023–2024

- Assisted in integrating debt data and improving data quality standards to ensure consistent, accurate financial records.
- Supported the recording of loans applied through partner organizations Premier Credit and Fincredit, ensuring proper documentation and contributing to a smooth loan processing workflow.
- Collaborated with team members to support data quality assurance by identifying discrepancies in financial records, contributing to a 96% reconciliation accuracy rate.
- Contributed to the automation of updates and automated data collection for improved reporting efficiency.
- Participated in discussions on data ethics to ensure responsible handling of sensitive financial data.
- Supported data validation efforts for accurate, real-time financial forecasting.

OTHER EXPERIENCE

Industrial Attachment | Institute of Primate Research | 2022

EDUCATION

Bachelor of Science in Mathematics | Technical University of Kenya | 2022

CERTIFICATIONS AND TRAININGS

- ❖ Google Sheets | Simplilearn | Jan 2025
- ❖ Business Intelligence for Consultants | LinkedIn | Oct 2024
- ❖ Power BI Essential Training | LinkedIn | Oct 2024
- ❖ SQL for Data Analysis | LinkedIn | Oct 2024
- ❖ Strategic Business Analysis Essentials | LinkedIn | Oct 2024

- ❖ CIPIT's Data Protection Course | Strathmore University | Apr 2024
- ❖ Tableau for Data Visualization Training | African Centre for Data Science and Analytics | Dec 2022
- ❖ Foundations of Digital marketing and E-commerce | Coursera | Nov 2022
- ❖ Data Analysis with R Programming | LinkedIn | Dec 2021
- ❖ Business Analysis Foundations | LinkedIn | Aug 2021
- ❖ Data Visualization Tips and Tricks | LinkedIn | Aug 2021
- ❖ Certificate in Advanced Python Programming | Institute of Software Technologies | May 2021
- ❖ Certificate in Python Programming for Beginners | Institute of Software Technologies | Oct 2020
- ❖ Certificate in Computer Training | Kaizen Computer College and Professional Studies | June 2018

TOOLS

Microsoft Power BI, Looker, Microsoft Excel, Tableau, Python, R,Azure,Google Sheets, Salesforce, AWS, SAP, MySQL, Microsoft Word, Microsoft PowerPoint, Slack, Trello

LANGUAGES

English - Fluent
Swahili - Native

REFEREES

Available Upon Request