

# Muhammad Zubair

Data Scientist

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LinkedIn: [Zubair Afzal](#)

Portfolio: [Zubair's Portfolio](#)

Git Hub: <https://github.com/mzubair-afzal>

## Summary:

Aspiring Data Scientist with a strong background in **Retail Operations & Inventory Management**. Skilled in utilizing **R, Python, SQL, and Machine Learning** to uncover actionable business insights. Currently leveraging data analysis techniques at **Jalal Sons** to optimize supply chain procurement and reduce inventory variance. Passionate about building AI-driven solutions to solve real-world retail challenges.

## EDUCATION

### ADP (Computer Science)

Virtual University of Pakistan

09/2023 – Present

### F. Sc (Pre-Engineering)

Govt Post Graduate College Chishtian

2018 - 2020

## CERTIFICATIONS

- **Data Science Specialization** | Johns Hopkins University (Coursera)
- **AI (Machine Learning & Deep Learning)** | Corvit Systems, Lahore
- **Microsoft Certified: Azure Fundamentals (AZ-900)** | Microsoft
- **AI For Everyone** | DeepLearning.AI (Coursera)
- **Introduction to Data Science** | Cisco Networking Academy

## SKILLS

### Data Science & Analytics

- Languages: R, Python, SQL, C++.
- Machine Learning: Scikit-Learn, TensorFlow, Pandas, NumPy, Predictive Modeling (Regression/Classification).
- Visualization: Matplotlib, Seaborn, Data Visualization & Reporting.

### ERP & Operational Tools

- ERP Systems: Microsoft Dynamics AX 2012 (Hands-on experience in Inventory & Sales modules).
- Audit & Retail: Inventory Management, Variance Analysis, Stock Reconciliation, Demand Forecasting.
- General Tools: Microsoft Excel (Advanced), Git, GitHub, VS Code, Jupyter Notebooks.

### Soft Skills

- Analytical Thinking
- Problem Solving
- Time Management
- Cross-functional Team Collaboration
- Technical Documentation.

## DATA SCIENCE PROJECTS

### Retail Sales Gap Analysis

- **Problem:** Identified specific grocery categories where high customer demand met low inventory (Stock-outs), causing revenue loss.
- **Solution:** Conducted a comprehensive analysis comparing "Sales Velocity" vs. "Stock Levels" using **Excel & Python**.
- **Impact:** Highlighted "Missed Sales Opportunities" to management, helping adjust procurement limits for high-demand items.

### Executive Sales Reporting Automation | (R Language & RStudio)

- **Problem:** Manual daily reporting of sales and inventory in Excel was time-consuming and prone to human errors.
- **Solution:** Developed an **Automated Reporting Script** using **R (ggplot2 & R Markdown)** to visualize KPIs like Daily Sales trends and Profit Margins.
- **Impact:** Reduced reporting time significantly by generating auto-updated visual reports (PDF/HTML) directly from raw data.

### Personal Data Science Portfolio | (Web Development)

- **Link:** <https://mrzubair.tech>
- **Description:** Deployed a personal portfolio website hosted on Netlify to showcase data analysis case studies, certifications, and technical skills to recruiters.

# Experience

## 1. Grocery Purchaser

*Jalal Sons*

*Jan 2025 – Present*

- **Inventory Auditing:** Perform daily variance analysis between physical stock counts and ERP system records to identify and rectify discrepancies.
- **Demand Forecasting:** Utilize historical sales data to optimize procurement orders, ensuring 100% stock availability while reducing overstocking by 15%.
- **Cost Optimization:** Negotiate with vendors based on data-driven pricing analysis, minimizing product waste and improving profit margins.
- **Reporting:** Generate daily inventory movement reports for management review using Microsoft Excel.

## 2. Branch Admin (Data Entry)

*Jalal Sons*

*Oct 2023 – Jan 2025*

- **ERP Management:** Managed large-scale inventory databases in **Microsoft Dynamics AX 2012**, ensuring 99% data accuracy for goods received and dispatched.
- **Stock Reconciliation:** Conducted weekly stock audits to verify system entries against physical warehouse inventory.
- **Operational Analysis:** Maintained detailed sales and inventory logs to assist the Branch Manager in operational decision-making.

## 3. Assistant Branch Manager

*Cakes & Bakes*

*Jun 2022 – Oct 2023*

- **Store Operations:** oversaw daily branch operations, including staff supervision, inventory control, and customer service standards.
- **Inventory Control:** Monitored daily wastage and stock transfers to ensure minimal loss (shrinkage).
- **Sales Reporting:** Prepared daily closing reports and sales summaries for the Head Office.

## 4. Cash Officer

*Cakes & Bakes*

*Aug 2021 – Jun 2022*

- **Cash Reconciliation:** Handled daily cash transactions and reconciled physical cash with system sales reports with zero error rate.
- **Billing Accuracy:** Ensured accuracy in customer billing and receipts, maintaining high service standards.

## LANGUAGES

Urdu

- Native

English

- Professional Proficiency