

# ESHAN PANDEY

## PROFESSIONAL SUMMARY

Detail-focused Data Analyst with knowledge in data warehousing, process validation and business needs analysis. Proven to understand customer requirements and translate into actionable project plans. Dedicated and hard-working with passion for Big Data.

## SKILLS

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|------------------------|-----------------------|-------------------------------|
| • Data Visualization   | • Linear Regression   | • SQL                         |
| • Analytical Skills    | • Decision trees      | • Natural Language Processing |
| • Data Acquisitions    | • PowerBI             | • Logistic Regression         |
| • Attention to Detail  | • Machine Learning    | • Cross-Validation            |
| • Data operations      | • Python Programming  | • Support Vector Machines     |
| • Statistical Analysis | • R Programming       |                               |
| • Scikit-Learn         | • Predictive modeling |                               |

## WORK HISTORY

### DATA SCIENCE INTERN 05/2024 to Current

**AI Variant**, Remote

- Utilized programming languages such as Python or R extensively throughout the internship – applying relevant libraries and frameworks when appropriate.
- Performed advanced data extraction and data manipulation.
- Optimized machine learning models for improved prediction accuracy and performance.
- Applied appropriate data science techniques to solve business problems.
- Performed data administration duties for databases.
- Translated cost and benefits of machine learning technology for non-technical audiences.
- Used rapid application development tactics during programming phases.
- Pinpointed meaningful insights from large data and metadata sources.
- Developed and established strong business relationships with both internal personnel and external solution providers.

### AREA SALES MANAGER 05/2020 to 11/2022

**SHUBH MOTORS PRIVATE LIMITED**, Jabalpur, India

- Enhanced team performance by providing ongoing coaching, training, and mentoring to sales representatives.
- Established strong relationships with key clients, resulting in increased customer retention and satisfaction.
- Built lasting relationships with clients through outstanding customer service interactions.
- Collaborated with marketing department to develop targeted promotional campaigns that drove sales growth.
- Increased sales revenue by developing and implementing strategic sales plans for the assigned territory.
- Led sales region to increase sales and boost team morale.
- Established strong relationships with major accounts and key decision-makers to

- increase sales in designated territory.
- Helped team stay productive and focused on higher-value tasks to improve sales efficiency.

#### **BUSINESS ANALYST** 08/2016 to 02/2020

**Flupateer & Co Pty Ltd**, Melbourne

- Actively participated in team meetings to share knowledge, exchange ideas, address challenges, and collaborate on potential solutions.
- Developed high-quality documentation to support training efforts, helping employees fully understand new systems and procedures.
- Performed gap analysis between existing systems or processes and desired state, identifying areas for improvement or enhancement.
- Improved business processes by analyzing current practices and recommending optimization strategies.
- Collaborated closely with stakeholders to identify opportunities for process improvements and drive continuous innovation in the organization.

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## **EDUCATION**

**EXCEL R** , REMOTE

**CERTIFICATION COURSE**, DATA SCIENCE, 06/2024

**LA TROBE UNIVERSITY**, MELBOURNE, AUSTRALIA

**Master Of Management**, PROJECT MANAGEMENT, 11/2017

**MPSTME NMIMS UNIVERSITY**, MUMBAI, INDIA

**B.TECH**, CIVIL ENGINEERING , 04/2014

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## **PROJECTS**

### **Project 1: Customer Segmentation for Retail Client**

- **Objective:** To segment the client's customer base for targeted marketing campaigns.
- **Tool Used:** Python, scikit-learn, Tableau
- **Business Need:** The client needed to enhance their marketing efforts by identifying distinct customer segments.
- **Solution:** Applied clustering techniques such as K-means to segment customers based on purchasing behavior and demographic data. Created visualizations in Tableau to communicate the segments to the client's marketing team.
- **Conclusion:** Enabled the client to target specific customer segments, leading to a 15% increase in marketing campaign ROI.

### **Project 2: Sales Forecasting Model**

- **Objective:** To predict future sales for a client in the e-commerce sector.
- **Tool Used:** Python, Prophet, Excel
- **Business Need:** The client wanted to optimize inventory management by accurately forecasting sales.
- **Solution:** Developed a time series forecasting model using Prophet to predict future sales based on historical data. The model was integrated into the client's inventory management system.
- **Conclusion:** Improved the client's inventory management, reducing stockouts by 10% and excess inventory by 8%.

### Project 3: Churn Prediction for Subscription Service

- **Objective:** To predict customer churn for a subscription-based service.
- **Tool Used:** Python, scikit-learn, Pandas
- **Business Need:** The client wanted to identify customers at risk of churning to implement retention strategies.
- **Solution:** Built a classification model using logistic regression and random forests to predict churn. Conducted feature importance analysis to identify key factors contributing to churn.
- **Conclusion:** The model achieved 85% accuracy, allowing the client to focus on high-risk customers, resulting in a 20% reduction in churn rate over the next quarter.