

# Advait Sawant

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## SKILLS

### PROGRAMMING LANGUAGES

Python  
 SAS Programming  
 R Programming  
 SQL  
 Bash

### MACHINE LEARNING

Natural Language Processing  
 Tensorflow 2.0  
 Scikit-Learn  
 Keras

### SOFTWARE

SAS Visual Analytics  
 IBM Watson Studio  
 Tableau

## EDUCATION

### BE, MECHANICAL ENGINEERING

BIRLA INSTITUTE OF TECHNOLOGY &  
 SCIENCE, GOA CAMPUS  
 May 2017 | Vasco Da Gama, Goa, India  
 Graduating in August 2021 (Expected)

## LANGUAGES

English (First Language)  
 Hindi (Second Language)  
 Marathi (Native)  
 German (A1 Level)  
 Russian (A1 Level)

## PROJECTS

### OPTIMAL LOCATIONS FOR OPENING COFFEE SHOPS IN BANGALORE

IBM

February 2021 | Coursera

- Project for entrepreneurs to decide optimal location for opening a shop.
- Used the Foursquare API to find the number & types of shops in a region.
- Created a machine learning model using KMeans clustering to find clustering density of shops.
- Created an analysis to find best locations to open coffee shops.

## EXPERIENCE

### AIRMEET | BUSINESS ANALYST (INTERN)

Jan 2021 – Current | Remote

- Part of the **Revenue Operations** team to identify market opportunities and align departments' goals.
- Created **Go-To-Market Strategies** for customer segments in the company.
- Completed **Pricing Analysis** for the products offered in the virtual event industry.
- Built an predictive **logistic regression model** to identify the clients who are most likely to churn.
- Created a **geographical client analysis tool** to visualize geographical penetration and identify the most profitable clusters for expansion.
- Created a **Natural Language Processing (NLP)** tool to identify the use case of events being hosted for customer analysis.
- Created a **Sentiment Analyzer** using NLP to scrape review data from product review sites and gauge the sentiment of the customer review.

### ADITYA BIRLA INSULATORS | DATA ANALYST (INTERN), PRODUCTION

May 2018 – Jul 2018 | Halol, Gujarat, India

- Completed a project to reduce defects in the production process by identifying process failure points.
- Did process optimisation to improve throughput with current equipment.
- Compiled best practices to maintain process uniformity.

## ONLINE SPECIALIZATIONS

### IBM DATA SCIENCE PROFESSIONAL CERTIFICATE

IBM

February 2021 | Coursera

### SAS STATISTICAL BUSINESS ANALYST

SAS

June 2021 | Coursera

### IBM APPLIED AI PROFESSIONAL CERTIFICATE

IBM

March 2021 | Coursera

### FINTECH: FOUNDATIONS & APPLICATIONS OF FINANCIAL TECHNOLOGY SPECIALIZATION

UNIVERSITY OF PENNSYLVANIA

November 2020 | Coursera

### IBM BLOCKCHAIN ESSENTIALS V2

IBM

March 2021 | Cognitiveclass.ai