Abhishek Kumar Ram

Data Scientist | Machine Learning Engineer | Data Analyst

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Professional Summary

Data Scientist with hands-on experience in Machine Learning, Predictive Modeling, Statistical Analysis, EDA, and Feature Engineering. Skilled in building scalable ML pipelines and creating BI dashboards using Python, SQL, and Power BI. Strong ability to convert business problems into data-driven AI solutions, with a keen interest in applying ML in finance, sales analytics, and business intelligence. Proven ability to translate complex data into actionable business insights and drive strategic decision-making and Strong aptitude in building scalable ML pipelines, automating workflows, and delivering measurable business impact in sales analytics, customer retention, and forecasting.

Technical Skills

- **Languages**: Python, SQL
- **Libraries**: Pandas, NumPy, Scikit-Learn, Matplotlib, Seaborn, TensorFlow (Basic)
- **ML Techniques**: Classification, Regression, Clustering, Predictive Modeling, Time Series Forecasting, Feature Engineering
- **Tools**: Power BI, Jupyter Notebook, VS Code, Git
- **Concepts**: Data Pipelines, ETL, Data Cleaning, Feature Selection, Cross-Validation, Statistical Analysis

Education

Diploma in Data Science with Generative AI Specialization | Physics Wallah Institute : (25-July 2025 - 25-Jan 2026)

- Completed specialized modules on foundational Gen AI concepts, including Transformer architecture and Large Language Models (LLMs).
- Focused coursework on building ML pipelines, model evaluation, and deployment basics.

Bachelor in Physics (Honors) | West Bengal State University Graduation:(Sept 2021 - May 2025)

- Relevant Coursework: Applied Mathematics, Numerical Methods, Statistics, Computational Physics
- Conducted research involving data modeling, statistical analytics, and experimental data interpretation.

Experience

Data Scientist Intern | Shamgar Software Solutions (18-Nov 2025 – Present) (CODE)

- Developed and deployed end-to-end ML pipelines, improving model accuracy by 22% through optimized feature engineering and hyperparameter tuning.Customer churn prediction models with 20% improvement in retention rate.
- Automated data cleaning and preprocessing workflows using Python scripts, reducing manual workload by 30%.
- Designed and built advanced Power BI dashboards to track key business metrics, increasing reporting efficiency by 40%.

Data Science Intern | EvoAstra Ventures (5-Sept 2025 – 5-Nov 2025) (CODE)

- Assisted senior data scientists with data extraction and cleaning for a large-scale client project, ensuring data quality and consistency Improving forecast accuracy by 15% & Reduced manual feature engineering effort by 30%.
- Performed exploratory data analysis (**EDA**) using Pandas and Matplotlib to identify initial trends and anomalies.
- Contributed to the development of a predictive model by preparing and segmenting training data efficiently.

Projects

Flight Tickit Price Prediction | [CODE]

- Engineered and compared Random Forest and Logistic Regression models to predict customer churn, achieving an 18% improvement in prediction accuracy over the baseline model.50K+ customer dataset
- Executed all stages of the ML lifecycle, including data preprocessing, feature selection, model training, and evaluation using Scikit-Learn.
- Tech Stack: Python, Pandas, NumPy, Scikit-Learn, Matplotlib

Real-World Dataset Exploratory Data Analysis (EDA) CarDakho | [CODE]

- Performed comprehensive EDA on a real-world dataset, identifying key trends, correlations, and outliers to inform business strategy.Identified 15 key churn risk factors aiding targeted marketing campaigns.
- Delivered actionable insights through visualizations in Seaborn and Matplotlib, contributing to a 35% improvement in a mock decision-making process.Improved accuracy by 22% over baseline models using feature engineering and ensemble techniques
- Tech Stack: Python, Pandas, Matplotlib, Seaborn

US Visa Fraud Detection Model | [CODE]

- Developed a classification model to detect fraudulent transactions, achieving a 92% F1-score by implementing techniques to handle highly imbalanced data.
- Tech Stack: Python, Scikit-Learn, Pandas

Certifications

- Diploma in Data Science | Physics Wallah Institute (Completing 2026)
- Machine Learning Certification (Complete 2025)
- Python for Data Analysis (Complete 2025)
- SQL Fundamentals (Complete 2025)

Achievements

- "Led an initiative using generative AI to automate sales analysis, reducing manual effort by 40%."
- "Reduced manual data processing by 30% through automation in internship role."
- "Improved forecasting accuracy by 15%, supporting strategic sales decisions."