

Eshaan Joshi

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Experience

Smollan (Client: **Google**), Data Science Consultant

July 2024 - Present

- Automated data summarization and sales correlation using Gemini API, delivering actionable insights through the internal sales analytics app.
- Integrated customer sentiment data query functionality into the company's internal sales analytics app, enhancing data-driven decision making.
- Optimized the internal sales analytics app performance, reducing runtime and improving efficiency of the sales team.
- Developed metrics and automated sales tracking and reporting with Python, delivering weekly insights and alerts for underperforming stores, **reducing manual effort by 60%**.
- Created dashboards in Looker Studio to monitor sales performance.
- Responded to ad-hoc sales queries, delivering timely data solutions to address immediate team needs.

Pharmeasy, Data Analyst Intern

Jan 2023 - June 2023

- Provided analytical insights for the customer retention team, contributing to increased engagement.
- Automated reports using Hive, Python, Airflow and Google sheets for daily and weekly tracking.
- Responded to ad-hoc inquiries from the business teams and optimized data pipelines, improving processing times.
- Supported the customer retention team with analytical insights.
- Identified target customer segments for marketing campaigns by analyzing strategies and customer data, maximizing campaign conversion rates.

Smollan (Client: **Google**), Data Science Consultant

April 2022 - July 2022

- Led the data management and visualization team on the Google project, transforming complex data into clear, actionable insights using BigQuery and Looker Studio, driving decision-making for sales and marketing teams.
- Designed and implemented customized sales dashboards in Looker Studio, enhancing SKU performance visibility for stakeholders.
- Developed Python web scrapers for data collection.

Fittlyf, Data Science Intern

Sep 2021 - Feb 2022

- **Reduced time to reach significance by 30%** by introducing Group Sequential Sampling to A/B testing.
- Automated experimentation, ETL and weekly reports using python.
- Built proof of concept for risk assessment and credit risk.
- Used time series forecasting to forecast KPIs using internal and external data.

Skills

Python, SQL, R, Linux, BigQuery, MongoDB, Docker, DataStudio, AWS, Hadoop, Hive, Power BI, Looker Studio, SAS, Machine Learning, LLM, NLP, A/B Testing, Financial Analytics, Propensity Modeling, Risk assessment, Credit Risk assessment, Time Series Analytics, Statistical Process Control.

Education

- BSc Data Science and Business Analytics, Patkar Varde College (2020-2023)
- MSc Statistics, SK Somaiya College (2023-2025)

Projects

- Credit Risk Scorecard: Developed a statistical credit risk scorecard, enhancing creditworthiness assessments and delivered actionable insights for financial risk mitigation.
- Propensity Modeling: Built a machine learning model to predict customer behavior towards insurance products, improving targeting accuracy and driving customer engagement.
- Sentiment analysis: Applied NLP for tweet sentiment analysis, uncovering key trends that optimized marketing and customer service strategies.
- Forage virtual internships: Completed virtual internships at KPMG AU, Quantum and British Airways, gaining experience in financial modeling, data analytics and business insights.

Certificates

Udemy: Risk Assessment, Credit Risk Modeling, A/B Testing in Python