

# GOVIND PATWAL

PYTHON PROGRAMMER | DATA ANALYST | ML ENGINEER

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## PROFESSIONAL SUMMARY

Experienced professional with 13+ years of IT experience - 6 years as a Project Manager and 7 years as a Sales Manager. 5 years of Python experience. Bachelor Degree in Computer Applications/Science, Python certificate from University of Michigan, and Data Analytics and Visualization certificate from the UofT.

## TECHNICAL SKILLS

**Primary Language:** Python 3

**Database:** PostgreSQL

**Python Libraries Exposed to:** pandas, matplotlib, plotly, pyspark, json, pytest, tensorflow, sklearn, psycpg2, sqlalchemy

**Python Framework:** Flask

**Primary Source-Code Editor:** VS Code

**Primary Source Code Hosting Service:** GitHub

**Other Languages/Tools Exposed to:** MongoDB, Tableau (Data Analysis), AWS RDS (Cloud), S3, HTML, R, JavaScript, C++, Linux

## TRANSFERABLE SKILLS: From Experience as a Sales and Project Manager

Project Management (Agile & Waterfall)  
Critical and Analytical Thinking  
Attention to Detail

Result-Oriented  
Creative Problem-Solving  
Team Management

Teamwork  
Time Management  
Oral and Written Communication

## CERTIFICATIONS

<b>Certificate in Data Analytics and Visualization</b>   A+   UofT	2020
<b>Python 3 Programming Specialization</b>   University of Michigan on Coursera	2021
<b>Executive Certificate in Marketing Analytics and Customer Valuation</b>   IIM-K	2017
<b>Statistics Foundations: 1, 2 and 3</b>   Lynda.com	2017
<b>Business Analytics with Excel</b>   Simplilearn	2017
<b>Data Science with R</b>   Simplilearn	2017
<b>PMP</b>   PMI   Expired 2016	2013

## EDUCATION

<b>Bachelor's Degree</b>   Indira Gandhi National Open University, India Computer Applications/Science	2006
<b>Master's Degree</b>   Sikkim Manipal University, India Business Administration (Major - Information Systems)	2010

### Data-Science Intern

RTS Automation | Toronto

May, 2021 - Present

RTS Automation provides Manufacturing Business Intelligence along with “Leading technologies” to achieve Manufacturing Operational Excellence.

- Translated RTS management and partner requirements and suggestions into IT solutions in Python
- Extracted raw and unorganized data and transformed into usable data using Pandas in Jupyter Notebook
- Created a proof-of-concept (POC) in Python using Flask as the Framework, Random Forest as the ML model, PostgreSQL as the DB, and AWS RDS as the cloud data storage.
- Refactored code multiple times - created as many as 15 versions of an app, each time improving code's quality and documentation (functionality, speed, and readability)
- Provided intuitive visualization using interactive bar, pie and time series graphs using plotly.express and plotly.graph\_objects
- Delivered improvements in sprints of 1 or 2 weeks, many times by quickly learning new skills

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WORK EXPERIENCE | Field - Sales Management

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### Account Manager

Dell Technologies | Toronto

2018 - Present

- Recognized and promoted two times in 3 years because of team-initiatives and consistently exceeding quota targets
- Volunteered to be amongst the first people to master a mission-critical new tool. Became the go-to for the tool resulting in increased adoption and success
- Volunteered to improve a major KPI of the team. Analysed past data, formulated a plan, convinced team-members of the why, ensured execution by weekly encouragement and accomplished a 20% increase in the KPI. Took the team on the top of the team standings for that KPI resulting in recognition from management
- Volunteered to be a First Aider (based on my CPR certification) and the Fire Warden Team Lead

### Territory Account Manager

Adobe | New Delhi

2016 - 2018

- Awarded with Sales Achievement Award for consistently meeting sales quotas
- Recognized by the Business Unit (BU) Manager and awarded with the **Top Customer Advocate** Award for being the Number 1 rep in the area of customers satisfaction and feedback
- Volunteered to improve the voicemail call-back of the BU (Business Unit). Analysed past data, prepared scripts and explained them to the team. Resulted in 10% increase in voicemail call-backs

### Sales Manager

DeFacto Infotech | Chandigarh

2014 - 2016

- Acquired the most profitable and biggest customer for the company
- Increased new business by about 30%, response rate by about 20%, and conversion rate by about 10% by improving intra and inter team collaboration
- Volunteered to be a Scrum-master and helped keep the business of the biggest customer

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WORK EXPERIENCE | Field - Project Management

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### Project Manager

Sebiz Infotech | Chandigarh

2008 - 2014

- Successfully managed over 200 SEO projects under a multitude of Scope, Time, Cost, and Resource constraints
- Streamlined processes in my team resulting in decreasing idle time and doubling productivity in strategic areas