Mansi Anil Patil

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EDUCATION

MGM's Jawaharlal Nehru Engineering College　　　　August 2019 – July 2023 | Aurangabad, India
B.Tech Electronics & Telecommunication Engineering, 8.41/10 CGPA
Related Coursework: Python Programming, Deep Learning & AI, Statistics, Calculus, Linear Algebra, Statistics

PROFESSIONAL EXPERIENCE

P-Ninja Infotech　　　　August 2023 – present
Business Analyst
- Led a sales optimization project analyzing 500,000+ records of multi-dimensional sales data, utilizing **Power BI** and **Tableau** to create dashboards that enhanced decision-making, resulting in a 15% improvement in sales efficiency.
- Designed a **dynamic pricing model** using **SQL** and **Python**, increasing customer acquisition by 20% and maintaining profitability metrics within ±5%.
- Developed and deployed a **predictive analytics model** to forecast demand trends with an 85% accuracy rate, optimizing inventory management and reducing holding costs by 12%.
- Engineered **ETL pipelines** for seamless data integration and automated workflows, reducing data transfer latency by 25% and cutting manual reporting time by 40%.
- Integrated **RESTful APIs** and implemented scalable data architecture solutions to support cross-platform data flow for high-volume transactions.

Invictus Web Solutions　　　　March 2023 – July 2023
Web Development Intern
- Built and optimized 10+ responsive websites using **HTML5**, **CSS3**, **JavaScript**, and **Bootstrap**, reducing load time by 30%.
- Collaborated on backend development with **PHP** and **MySQL**, ensuring seamless functionality and data handling.
- Integrated third-party APIs and implemented basic SEO practices, improving functionality and boosting traffic by 15%.

Metvy　　　　July 2022 – December 2022
Management associate
- End-to-end organizing and making schedules for Cohort-based mentorship programs for 50+ participants.
- Maintaining records for every participant and moderation of Industry level -speaker sessions.
- Monitoring, task checking, and giving constructive feedback to the participants.
- Ideation for program quality improvement and coordinating with Core Heads of Metvy. Addressing participant's queries on time.
- Preparing participant's progress reports.

Patni Capital　　　　January 2022 – April 2022
Data Analytics Intern
- Executed data cleaning and preprocessing procedures, resulting in a 25% improvement in dataset quality.
- Contributed to team-driven quantitative analysis, culminating in the production of comprehensive reports.

AbroEduShip　　　　February 2021 – April 2021
Business Development Associate
- Developing quirky, eye-catchy content for social media posts, blogs, and emails; answering questions on Quora, Completing given tasks.

SKILLS

— **Programming Languages and Framework:** Python, R, SQL, VBA (Visual Basic for Applications), TensorFlow, PyTorch, HTML, CSS, Javascript, PHP, BootStrap, React.js, Angular, Figma │ **Business Analytics Tools:** Tableau, Power BI, Google Data Studio, Seaborn, Matplotlib, Jupyter, Kaggle, Exploratory Data Analysis (EDA), Git, GitHub, SAP Business Objects, MicroStrategy, HubSpot, Talend │ **Cloud and Data Management Platforms:** AWS (S3, EC2), Google Cloud Platform (GCP), MySQL, PostgreSQL, Microsoft SQL Server, Oracle DB │ **Statistical and Analytical Tools:** SAS, SPSS, Excel (Pivot Tables, Advanced Macros, VBA), Google Analytics │ **Soft Skills:** Clear and concise verbal communication, Leadership and Management, Critical thinking, Logical reasoning, Time Management, Adaptability to new tools and platforms, Problem Solving

PROJECTS

Human Gender Classification
Developed a software solution to classify human gender using computerized physiological analysis for applications such as surveillance systems, demographic research, and biometrics.
- Conducted **analysis of over 10,000 data points** across various datasets to train and validate the model.
- Designed a feature extraction pipeline, leveraging advanced machine learning techniques to achieve an **accuracy of 92%** in gender classification.
- Implemented algorithms such as **Support Vector Machines (SVM)** and **Convolutional Neural Networks (CNN)** for real-time classification.
- Utilized tools like Python, TensorFlow, and OpenCV for image processing and model development.
- Conducted rigorous testing and optimization to ensure scalability and robustness across diverse environments.

SmartWaste: IoT-Driven Waste Management Optimization
Developed an IoT-based system to optimize waste collection in urban India, reducing costs related to fuel, time, and maintenance.
- Developed an IoT-based waste monitoring system, integrating 5 smart sensors (using **NodeMCU** and **Arduino IDE**) to track waste levels in real time across 3 locations.
- Designed an optimization algorithm that improved waste collection routes, reducing travel distances by 20%.
- Analyzed over 500 data points from sensors using **Python** and **Pandas** to forecast waste generation, helping adjust collection schedules accordingly.

- Reduced operational costs by 15% by optimizing collection frequency and staff allocation based on data insights, using **Python** and **Excel** for cost analysis.
- Enhanced waste collection efficiency, contributing to a 10% improvement in resource utilization and lowering maintenance costs, using **IoT** technology and **Python** for analysis and system integration.

FREELANCING

LinkedIn Personal Branding Strategist
- Strategized and managed LinkedIn branding for **18+ international and domestic clients** across industries, enhancing professional visibility and industry influence.
- Developed data-driven content strategies, **resulting in a 35%** average improvement in profile visibility and a **40% increase in engagement metrics**.
- Optimized client profiles through personalized consultations on audience targeting, content creation, and leveraging LinkedIn features to maximize reach.
- Delivered measurable results, helping clients secure professional opportunities, build partnerships, and establish thought leadership in their domains.
- Built a personal **LinkedIn following of over 7,500,** showcasing expertise in platform trends, audience engagement, and personal branding strategies.

ORGANISATIONS

Rotaract Club   May 2022 – present
Volunteer
- Organized and executed community service initiatives, including blood donation drives and educational supply distributions for underprivileged children.
- Collaborated with team members to conduct cleanliness drives and awareness campaigns, promoting environmental and social responsibility.
- Coordinated fundraising activities, successfully raising funds to support club initiatives and local charitable projects.

Razmattaz Cultural Event   December 2023 – March 2023
Event Head
- Served as the Event Head for a large-scale cultural festival, managing a ₹15 lakh budget.
- Led a team of 50+ volunteers, ensuring seamless coordination across logistics, hospitality, and creative teams.
- Curated diverse cultural activities to attract and engage a wide audience.
- Successfully secured sponsorships and partnerships to meet financial and operational goals.
- Supervised vendor contracts, permits, and other compliance requirements.

TEDx MGMU   August 2022 – February 2023
Executive Producer
- Managed a team of 90 students, delegating tasks and ensuring smooth coordination among various sub-teams for the TEDx event.
- Supervised the editing and refinement of all speaker speeches, ensuring they were aligned with TEDx standards for content quality and impact.
- Managed a budget of ₹9 lakhs, allocating resources effectively across venue, technical requirements, marketing, and hospitality to ensure a high-quality event.

Training and Placement Cell   January 2020 – May 2022
Co-ordinator
- Coordinated campus placement drives and facilitated recruiter-student interactions.
- Organized pre-placement training sessions, including mock interviews and resume workshops.
- Collaborated with companies and alumni to secure placement and mentorship opportunities.

Computer Society of India
Co-ordinator
- Participated in technical workshops, seminars, and hackathons aimed at enhancing knowledge in emerging technologies such as AI, machine learning, and data analytics.
- Collaborated with peers to plan and execute technical events, coding competitions, and guest lectures, fostering innovation and skill development among students.
- Worked on CSI initiatives promoting computational thinking and problem-solving through real-world projects and technical discussions.

ACHIEVEMENTS

-**District Level Badminton Player**

-**Secured the position of Branch Topper in the 8th semester of engineering, ranking first among 180 students.**

-**Achieved 1st rank in International Science Olympiad and 3rd rank in the International Mathematics Olympiad at the school level, competing against approximately 300 students.**

-**Certified in Elementary and Intermediate Drawing examinations with Grade 'A'.**

-**Represented school at the national-level drawing competition and secured 2nd prize.**

LANGUAGES

English — Fluent   **Hindi** — Fluent

Marathi — Native/Bilingual   **German** — Conversational

French — Conversational