MOHSIN HAMID SHAIKH 🔗 ⭘

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WORK EXPERIENCE – 2017- Present

- **Adappt Intelligence Pvt Ltd** (10th October - Present): Intern - Data Analyst
  - Generated Power BI Report for multiple companies with their Occupancy, HVAC and AQI data to analyze their space utilization with energy consumption and monitoring.
  - Processed ETL from APIs to generate Power BI report and present under the supervision to clients. Reached up to average 14% improvement and highest 17% enhancement in space utilization and 22% growth in AQI redundancy.
- **Business Promoted Pvt Ltd.** (16th June 2021 – Present): Back Office Executive
  - Throttled the workflow of Repossession back-office process for US client. Upgraded the workflow from single process revenue generation. Reported Analysis with respect to duration, estimation of efficiency and workflow distribution for productive achievement.
- **Iradium Automobile Pvt Ltd** (12th Sep 2020 – 3rd Feb 2021): Senior Sales Executive
  - Boosted small scale sales to large scale buster by 80% growth per 2 months. Enhanced B2B channel.
  - Reduced Marketing investment by 30%, increased inventory by 10%, recovered around 70% of previous loan.
- **Sanansh Automobiles Pvt Ltd** (7th Jan 2019 -21st Aug 2020): Associate Sales Manager
  - Performed 100% sales growth achievement consistently with multicar, bikes and heavy vehicles sales.
  - Innovated new sales techniques with marketing to lower the loss occurred before by 15%, Increased insurance sales revenue by 200%. Managed a team with 5 Executives to achieve around 30% individual growth per month.
- **Kanchan Auto Pvt Ltd** (15th Jan 2018 – 5th Jan 2019): Showroom Sales Manager
  - Promoted to Showroom Manager from showroom executive after 15% growth in quarter sales.
  - Practiced new marketing and strategic sales techniques which lead to sell 50% more accessories and enhanced insurance sales by 30%.

ACADEMIC DETAILS

Year	Degree / Exam	Institute	Marks (%)
2013-2017	B. Tech in Automobile Engg	Institute of Knowledge COE, Pune	70.00
2011	HSC Maharashtra State Board	Saket College, Thane	60.00
2009	SSC Maharashtra State Board	Ideal English High School, Thane	82.00

PROJECTS

- **WHATSAPP CHAT ANALYZER** (September 2022)
  - Detailed Analysis of WhatsApp Chat to perform sentimental Analysis of group as well as individuals.
  - Built a module using various python libraries for getting the insights from the chats without media for both Individual and group which can be used for both sentimental and professional analysis. Uploaded the files to GitHub Repository and deployed on cloud platform – Render.
- **MOVIE RECOMMENDATION SYSTEM** (October 2022)
  - Built a model using sklearn and nltk libraries on TMDB data for 5000 movies for predicting and recommending 5 similar movies with their images to the user on API. Uploaded on GitHub Repository with all files.
  - Created API using Streamlit for the Recommendation as well as deployed on cloud platform – Render.

INTERNSHIP RESOLUTION

- **Occupancy Report Dashboard** (**Adappt Intelligence Pvt Ltd**) (Sep 2022 - Nov 2022):
  - Initiated ETL process and created dashboard to specify the client about each hour usage of its workspace utilized.
  - Helped the client in achieving 26% occupancy stability and 10% decrement under usage of electricity at non-required spaces. Booking around 80% of spaces reduced the time of unavailability by 1 hour daily.
- **AQI Report Dashboard** (**Adappt Intelligence Pvt Ltd**) (Nov 2022 – Jan 2023):
  - Converted Sensors generated data of various gases in air, temperature and humidity into described dashboard of AQI and thermal acquisition in offices to reduce the HVAC requirement by 5%.
  - Booking spaces reduced the AQI disturbance by 15% and Thermal comfort was increased by 12%.

AWARDS AND ACHIEVEMENTS

- **Sales:** Best performer for KTM Pro-biking Sales within Mumbai Territory
  - Performer of 2 quarters with 15% growth results
  - Highest Accessories sold in November month
- **Hacker Rank: Bronze level with badges**
  - **Certification in various technical skills.**