Neeladri Mohapatra

Data Enthusiast & Supply Chain leader

Nnm170003@utdallas.edu
www.linkedin.com/in/neeladri-mohapatra
(469) 847-0195 • Dallas, Texas

Accomplished and experienced global supply chain leader with expertise in data management integrations, strategic planning, and organizational leadership. Skilled in business analytics with detailed knowledge and understanding of business intelligence functions, including analytics, data mining, reporting, report conversion, data cleansing, data modeling and relational databases.

Qualifications Summary

- Skilled in the integration of data management tools into operations, specifically tools such as statistical modeling and machine learning, focused on the prediction of issues that cause operational downtimes.
- Skilled in performing complex analytical work, interpret data to produce valuable insights from data and plan activities to accomplish organizational goals including revenue increases or efficiency enhancements.
- Adept in summarizing, reporting, and providing polished presentations of findings from Supply chain / Financial data to various internal stakeholders as well as collaborate cross-functionally to achieve the company goals and objectives

Career Experience

HumanId 2021-Present
Business Intelligence Intern

- Improved reportings for company-wide KPIs, CRM systems for different teams, and improved marketing dashboards, including integration of data from different sources such as Google Analytics.
- Aggregated and analyzed disparate datasets, including attributes from Google Analytics and Ads Data Hub to draw conclusions and deliver actionable insights.
- Created complex Excel, Google (QUERY) sheet and Data Studio BI reports using advanced formulas and tools including Index, Match, vlookups, pivot tables, QUERY, ARRAYFORMULA() and slicers for data drill-downs.
- Collaborated with sales team to create Sales forecast (comparative models using Linear Regression, Random Forest, XGBoost and ARIMA Forecasting) to identify benchmarks, determine impacts of new initiatives (Outreach and partnerships).
- Created an end-to-end customer evaluation model ensemble encompassing Customer Lifetime Value Prediction, Churn Prediction, Predicting Next Purchase and Predicting Sales by deploying RFM clustering, K-means clustering, Binary Classification Model with XGBoost, Hyperparameter Tuning and LSTM model (Python).

Rockwell Automation 2020-2020
Global Supply Chain Intern – Business Intelligence Delivery

- Integrated predictive modeling and Machine learning algorithm to predict “parent commodity code” of materials with missing/unclassified commodity codes to improve downtimes of assembly lines, by attaining 19% reduction in components’ misclassification.
- Performed feature engineering on above ML model to improve the prediction model’s accuracy to 97%, thus implemented KNN model through R Programming for accurate results.
- Accomplished successful preparation, synthesis and creation of training / testing sets to generate data for implementation of (Un)supervised models and testing.
- Used complex SQL queries in server management to performs conversions and exports of data within and between internal and external software systems, thus gained insight and information from connected databases.
- Utilized database to help develop a power BI application that provided an interactive data model to identify vendors/regions with the highest missing dim. /wts. (Pareto Analysis), to reduce transportation costs by 1.5% ($67,000/quarter savings).

DigitalShopper 2019-2019
e-Commerce Supply Chain Intern

- Used predictive modeling by leveraging machine learning algorithms (k-NN, Naïve Bayes, Decision Forests) to better understand the relationships between customers and products to increase and optimize customer experiences, revenue generation, and other business outcomes.
- Performed k-mean /hierarchical clustering (dendrogram plotting / Tree “cutting”) to achieve better customer segmentation.
- Used R programming to implemented forecasting and time series models (using ARIMA / SARIMA / SARIMAX / TBATS models) to create an ensemble model (by factoring in Trends /seasonality /Regressors) to improve model accuracy by 15% (by reducing MAPE / MAE errors) and thus cut inventory requirements by 6%.
- Identified gaps in inventory levels to optimize capacity planning / supply chain optimization, performed root cause analysis to highlight forecast gaps and improve forecast accuracy and distribution of current inventory.

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Grofers India Pvt Ltd. Aug 2015-Oct 2016
Dy. Area Manager – Retail and Logistics Operations, India

- Wrote efficient custom SQL queries to mine and apply statistical analysis to large, complex multidimensional datasets and extract useful business insights by understanding reporting needs, underlying source data, and associated business rules.
- Collected data on supply chain operations, measured performance through metrics (stock at DC, OTD, OTIF, inventory turns), collaborated with sourcing teams to improve order shipping performance, lead- times and thus improved overall customer experience (33% reduction in customer complaints of missing products by proactively solving supply constraints).
- Analyze data to identify areas of supply chain operations to improve efficiency, performed root cause analysis to determine corrective action for optimizing processes and reducing costs at DC by reducing obsolete inventory (INR 675,000).
- Applied data mining and statistical analysis (Chi-square tests using Advanced excel to evaluate the distribution (Normal/Poisson) of SKUs across regions/markets to provide insight on customer behavior by region/market/SKU.
- Evaluated the future store orders in order to maintain inventory levels by applying statistical forecast techniques (performed linear regression on data having trend/seasonality in spreadsheet, calculated mean/MAE errors).

Academic projects

Revenue Trend Analysis / Customer Behavior Analysis using SQL 2020-2021

- Computed the total revenue of the company, revenue during a given period, year-to-date and month-to-date revenue.
- Compared revenue across different time periods and the revenue over time across different categories.
- Created SQL reports related to customer behavior by examining customer acquisition, determining customer conversion, performing an analysis of customer behavior during the sales process and verifying customer churn / retention.
- Created custom classifications of objects in SQL using the CASE WHEN syntax and used classifications to group objects in the GROUP BY clause.

Education

Master of Science in Business Analytics
The University of Texas at Dallas (CGPA – 3.66)

Master of Science in Supply Chain Management
The University of Texas at Dallas (CGPA – 3.66)

Licenses & Certifications

- Lean Six Sigma certification- Green Belt (By KPMG)
- Advanced EXCEL (INDEX / MATCH, VLOOKUP / HLOOKUP and Power pivot / power query)
- SQL, MySQL Server, PostgreSQL, MS SQL Server, Power BI
- Python / R Programming Certification (Advanced knowledge and demonstrated understanding of applied methodologies including least squares regression, logistic regression, sampling methodologies, time series, survival analysis, cluster analysis, categorical data analysis, decision trees, multivariate methodologies, non-parametric techniques, principal components, and linear programming techniques for (Un)Structured Datasets)

Additional Information

- *Eligible to work in the U.S. for internships and full-time employment for up to 36 months without sponsorship. Received EAD with start date of July 7th, 2021*