

AVNI BUTALA

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To secure a position in professionally managed organization to serve best of my knowledge to progress the organization in congruence to my professional growth.

DATA SCIENCE SKILLS

- Languages: SQL, Python, R (basic)
- Programming Tools: DBeaver, MySql, Jupyter Notebook, R-Studio
- Libraries: Pandas, NumPy, Matplotlib, Seaborn, Scikit-Learn, SciPy
- Data Processing Concepts: Statistics, Data Pre-processing, Machine Learning, Data Visualization

PROFESSIONAL CERTIFICATION

Data Science Pro. (Dec 2022-Continue)

FingerTips Ahmedabad.

MACHINE LEARNING PROJECTS

Fraud Detection

- Created a model that Detect online payments fraud based on EDA, Feature engineering, Feature selection, Model Building, Hyperparameter tuning techniques.
- Applied Logistic Regression algorithm to achieve best accuracy.

IPL Score Prediction

- Predictive Analysis of an IPL Match using SVM Binary Classifier.
- Algorithms analyzed data including current team and player form, likely team line-ups, batting orders, pitch and weather conditions, and historical match statistics.

Telecom Churn Analysis

- Developed prediction model to predict whether the customer will remain in the future or not.
- Performed hyper-parameter tuning and Cross Validation technique with different classifier models.
- Applied Random Forest Classifier which gives best accuracy

Mall Customer Segmentation

- Using K-Means Clustering which groups the data into different clusters based on their similar characteristics.
- Identify segments of customers in the dataset to target the potential user base.
- Using Elbow method to find the optimal number of Clusters.

PROFESSIONAL EXPERIENCE

AUGUST 2015 – JULY 2022

DEPUTY MANAGER, CITIZEN INDUSTRIES LTD.

Roles & Responsibilities: I have broad experience on overall operations in various departments which includes pre-sales / central costing, sales management, further on project management life cycle with different stages on Initiation of Project --> Dispatch Clearance - Technical & Commercial Terms & Conditions.

Pre-Sales & Central Costing Operations: (April-2021 to July 2022)

- Involved in all different phases from requirement gathering, understanding, clarification/scope clearance, proposal handling.
- Providing system designs which satisfy the safety Norms at the best. These designs are also optimized & feasible in terms of time cost & quality.
- Query solving on client end & providing the best possible solutions for project implementation.
- Experience in tendering of non-standard projects within deadline as per the specifications mentioned.
- Close co-ordination with sales team to achieve the proposal submission deadlines, further optimized way of proposal handling including design suggestions to win the project within client budget.
- Preparation of BOQ (Bill of Quantity) based on the System design/drawings.
- Vendor co-ordination for the BOQ (Bill of Quantity), Costing, Price negotiations & maintaining Business relationship.
- Submission of the project fulfillment documentation to the client.
- Determining system requirements and specifications for complex application development projects & following related compliances.
- Communicating effectively with multifunctional teams, Vendors and technical staff at all levels.

Sales & Operations: (Aug-2020 to Mar-2021)

- Involved in all different phases from requirement gathering, understanding, clarification/scope clearance, proposal handling, discussions, negotiations & winning of a project.
- Finding New corporate clients & Maintain Existing customers
- Co-ordination with different non-functional teams within the organization like Purchase, Engineering, Finance etc. for project understanding.
- Client communication, Co-ordination & Follow up.
- Preparation of BOQ (Bill of Quantity) based on the System design.
- Project kick off co-ordination with production team, client on advance payment & related agreements/amendments,
- Ensuring company standards are maintained, including payment schedules, subcontracts, terms, conditions, and accurate invoicing.
- Vendor co-ordination for the BOQ (Bill of Quantity), Costing, Price negotiations with the client for project finalization process & maintaining Business relationship.
- Determining system requirements, specifications & deviations for non-standard projects.
- Communicating effectively with multifunctional teams, Vendors & technical staff at all levels.
- Knowledge and understanding of HVAC systems.

Planning & Execution: (Aug-2015 to July-2020)

- Offer Verification to Order Confirmation (verification & amendments co-ordination)
- Work Allocation, Review, Submission & Finance Team Co-ordination for Advance Payment
- Production Clearance to Factory & Related Co-ordination
- Production Priority, Schedule, Track, Close Co-ordination
- Dispatch Clearance: Technical Matters with No Amendments Pending
- MIS Updates & Project Tracking, Detail Track on Penalty Projects

JULY 2010 – AUGUST 2011

SR. ENGINEER – PRODUCTION & PLANNING, CITIZEN INDUSTRIES LTD.

DECEMBER 2009 – JULY 2010

CONSULTANT – CONTRACTS (DESIGN & ESTIMATION), PHARMA ENGG. CONSULTANCY

APRIL 2009 – NOVEMBER 2009

SR. EXECUTIVE – CONTRACTS (DESIGN & ESTIMATION), MEHTA & ASSOCIATES FIRE PROTECTION SYSTEM PVT. LTD.

APRIL 2007 – MARCH 2009

SR. VALIDATION ENGINEER, DOSHION VEOLIA WATER SOLUTIONS PVT. LTD.

OCTOBER 2006 – MARCH 2007

QUALITY ASSURANCE ENGINEER, CIRCUIT SYSTEM INDIA LTD.

DECEMBER 2005 – OCTOBER 2006

TRAINEE ENGINEER, DISHMAN PHARMACEUTICAL & CHEMICALS LTD.

EDUCATION

JANUARY 2015

MBA-PROJECT MANAGEMENT, SIKKIM MANIPAL UNIVERSITY

61.54%

MARCH 2005

B.E.-MECHANICAL, GOVT. ENGG. COLLEGE. MODASA. (NORTH GUJARAT UNIVERSITY), GUJARAT.

59.2%

MANAGEMENT SKILLS

- Ability to maintain a positive attitude while under pressure
- Strong troubleshooting and conflict resolution skills
- Ability to negotiate
- Ability to maintain a professional appearance
- Sales Team Co-ordination
- Team Management with Task Allocation & Review
- Ability to multi-task and juggle multiple priorities

- Professional phone skills
- Outstanding verbal and written communication skills
- Proficient with computers, phones, and other office equipment
- Demonstrate an attention to detail
- Strong organizational skills
- Strong critical thinking and problem-solving skills
- Client & Vendor Communication/Co-ordination Project Management
- Project Planning & Scheduling,
- Project Co-ordination
- MIS Updates to Management
- Documentation

STRENGTHS & WEAKNESSES

- I am smart working, efficient, reliable, responsible, confident, enthusiastic, trustworthy, curious for learning, logically and analytically sound, competent and capable which I consider as some of my strengths.
- Communication skills, Adaptability & Leadership
- Great sense of humor is also strength for me.
- My weakness, which I believe is that sometimes I lack patience when I become a bit more enthusiastic over a new idea.

Avni R. Butala

Place – Ahmedabad, India.