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| **Abhay Joshi**  Senior Manager   |  |  | | --- | --- | | **Address**Mumbai, MH, 400072  **Phone**9979591554  **E-mail**joshi.abhay.m@gmail.com | **LinkedIn** www.linkedin.com/in/abhay-joshi-78984328 | |

* 11+ years of practical experience and expertise in applying statistical knowledge and machine learning to solve business problems through manipulating and analysing data with SQL and Python or R.
* Interact with customer directly to understand their business problems and help them with defining and implementing scalable ML/DL solutions to solve them.
* Interpreting, telling stories and creating value with data
* Curious and business outcome focused with an ability to quickly understand a business area, break down a complex problem and work out how to solve it.
* Proven track record of overseeing multiple data science projects at all stages, from idea generation to objectives formulation to implementation and deliverables.
* Excellent project management skills, with a proven track record of on-time and within-budget delivery. Exceptional ability to manage priorities across multiple stakeholders.

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| **Skills** |

Machine learning: Random forest, SVM, K-NN, Linear regression and Logistic regression, Probability, Statistical Inference, Multivariate analysis, Time series analysis

Programming language: Python and R language

Data Visualization: Tableau and Power BI

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| **Work History** |

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| **2022-07** **- Current** | **Technical Lead- AI Solutions**  *Wipro, Mumbai, Maharashtra*   * Translation of business problems to analytical problems based on data * Design end-to-end analytics solution architecture in the area of Machine learning * Working with client teams to define & implement measurement approach of business outcome * Artificial Intelligence solution consulting to internal and external business and technical users |

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| **2021-09** **- 2022-07** | **Senior Manager - Advanced Analytics**  *PepsiCo, Hyderabad, Telangana*   * Lead AMESA forecasting team, developed shipment forecast using SARIMAX in python and resulted in an accuracy of 82% Quarterly results * Designing and using algorithms and building predictive & prescriptive models needed to automate execution and the generation of insights * Using supervised learning algorithms (Clustering and Random Forest) on household panels, internal shipment, and industry data created a cluster of districts for identifying potential districts with Market potential for future |

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| **2018-01** **- 2021-09** | **Assistant Manager- Advanced Analytics**  *GENERAL MILLS, Mumbai, Maharashtra*  ****Responsibilities & Engagements****   * Lead Strategic Revenue Management team- core responsibilities were to manage trade and sales team engagement onshore, providing business solutions using best-in-class statistical forecasting tools * Engaged with Sales team to drive and implemented supervised ML model-based non-promo and promo consumption sales forecast using multiple regression model for companies entire Canada business with an accuracy of 85%. * Implemented pricing elasticity and merch analysis tool for company's entire Canada business, tool resulted in saving 150K dollars of contract * Crafted sales planner simulator that estimates future profits for both customer and General Mills; tool saves 100 hours for the sales team to plan shipments * Cross-team engagements in supporting Europe and Asia businesses on strategic revenue management |

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| **2011-05** **- 2017-12** | **Senior Business Analyst**  *TATA CONSULTANCYSERVICES, Baroda, Gujarat*   * Collaborated with internal stakeholders, identifying and gathering analytical requirements for customer, product and projects needs. * Lead Price and promotion team for advanced analytics for Latam region * Subject Matter Expert (SME) for price and promotion projects, responsible for testing new enhancements and implementing these changes across region * Provided comprehensive analysis and recommend solutions to address complex business problems. * Managed technical and statistical aspects of modelling of analytical projects and ensuring project delivery with high quality standards and within agreed timeline * Leveraged analytics to drive business development, productivity and process improvement * Applied statistical and algebraic techniques to interpret key points from gathered data. |

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| **Education** |

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| **2009-05** **- 2011-01** | **Master of Science: Statistics**  *Sardar Patel University - Anand, GJ* |

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| **2006-05** **- 2009-01** | **Bachelor of Science: Statistics**  *Saint Xavier's College, Gujarat University - Ahmedabad, GJ* |

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| **Accomplishments** |

* Received National Sales award from Canada leadership (2021) for successfully implementing forecasting tools and saving hundred thousand dollars by replacing third party tool with Inhouse tool
* Received General Mills India Center R&R award for the year 2019. Executed statistical models for forecasting Sales, generating the best accuracy results
* Received ‘Star of the year' and ‘Certificate of Appreciation' award by client in 2015, 2016 and 2017 for providing exceptional services to the client (Nielson) of TCS Ltd.
* Received R&R awards internal in 2012, 2014, 2015 for serving Pricing and promotion team Europe and delivering excellent services to the client