

SUMMARY

- >2.5 years. experienced Sales Exec who dealt with B2B and B2C projects having successful track record with excellent communication and presentation skills.
- **Career Objective:** Qualified Engineer with amazing analytical and logical skills aspiring to be a part of growing organization in data science role.
- **Github Link:** [Github Link](#)
- **Linkedin:** [Sanjay Dey](#)

KEY SKILLS

- **Python:** Data Science and ML library and OOPs basics .
- **SQL:** Joins, Subquery, Windows Function and Common Table Expressions
- **Database:** MYSQL, PostgreSQL
- **MS Excel:** Pivot Table and Intermediate Excel
- **Tableau:** Interactive dashboard and Storyboard building
- **HTML5 and CSS3:** For Static Website building

ACADEMIC PROJECTS

- **Customer Churn Reduction Using Supply Chain Analytics [Capstone Project]**

Objective: To Minimize the customers churning, leverage the data available for late delivery considering it as a major reason of churn.

Outcome: After a comprehensive EDA and statistical tests, we could pin-point various reasons for a late delivery like the location and came up with a machine learning model to predict if the product is going to be late and hence the company can mitigate the risks to avoid it.

Key skills: Python, ANOVA, Chi-square, Decision Tree, Gradient Boosting Classifier, K-fold Cross validation.

- **COVID Death VS COVID vaccine worldwide [For year 2020-2021]**

Objective: Using the WHO data to analyse the Deaths due to COVID worldwide and the rate of vaccines administered. To find out population vs death and population vs vaccines to compare the countries standings.

Outcome: Found out Countries with highest infection rate compared to population, the continents with highest death count per population, and trend of case increment.

Key skills: SQL

Other Certifications

- Python Programming by Udemy on 05/2020
- Data Analytics using Excel by Great Learning on 04/2021
- Complete SQL Programming by Udemy on 10/2021

EDUCATION

Course	Institution	Year	Remarks
Post Graduate Program in Data Science & Engineering	Great Lakes Institute of Management	2021	Pursuing
B.E(Instrumentation & Control)	Sarvajanik College Of Engineering and Technology (GTU)	2017	71.6%
12 th Std	Kendriya Vidyalaya(CBSE)	2013	81.8%
10 th Std	Kendriya Vidyalaya(CBSE)	2011	91.2%

Professional Summary

Sales Engineer, AIMIL Ltd

July 2020 – March 2021

- Generated leads by cold-calling various pharmaceutical companies like Sun Pharma, GSK etc.in gujarat and MP by pulling out data from google and organising in Excel File.
- Gave technical presentations to R&D head and plant head about the particle size distribution plot and its significance using mathematical and analytical skill.
- Negotiated price with purchase officers and company owners using excellent Communication skills.
- Sold analytical instruments with average ticket size of 55 Lakhs to meet annual target of 2 crore.

Achievement : Closed a deal with US pharma company named Apicore of ticket size 3.5 crore with net profit of 80 Lakhs.

Operations Executive, Collabera Services Pvt. Ltd

September 2018 – January 2020

- Ensured timely background checks, fingerprinting, document verification and finally onboarding candidates for BFSI clients in US like Wells Fargo, Bank of America etc while overachieving target of 25 hires keeping MS Excel as a track sheet.
- Internal and external liasoning with various verticals like technical recruiters, client hiring manager and others to swiftly fill the positions.

Achievement: Employee Of the Month for June 2019.

Business Development Associate, BYJU's Ltd

June 2017 – November 2017

- Generated leads by cold-calling to parents in Gujarat Territory.
- Pitched K-10, K-12 products at an average ticket size 50k to meet monthly sales target of 4.5 lakhs.

Extra-curricular achievements

- First Prize in Data Science quiz by Padhai Time on LinkedIn.
- Recommended for Sub-lieutenant by SSB board for Indian Navy TES-Entry 2016.