# **SANKET GAIKWAD**

Data Analyst with expertise in Advanced Analytics and Predictive Modeling. My forte lies in Consumer Analytics and the BFSI sector, skilled in translating complex datasets into actionable insights using Python, SQL, PowerBI and ML

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#### **SKILLS**

	ML	<ul> <li>Supervised Learning, Unsupervised Learning, Deep Learning, Statistical Analysis, Hypothesis Testing</li> <li>Numpy, Pandas, Matplotlib, Seaborn, Scikit Learn, Tensorflow, Keras</li> </ul>
		<ul> <li>Nampy, Fandas, Matplottis, Seaborn, Scikit Learn, Tensoritow, Refas</li> <li>Data Cleaning, Data Visualization, Exploratory Data Analysis (EDA), Excel, PowerBI, DAX</li> </ul>
L		Bata ordaning, Bata violanzation, Exploratory Bata vialy ord (EBV), Excess, Veriol BV, BV
	Coding	Python, SQL, Git
	Others	Apache Spark, PySpark, Data Mining, Web Scraping

#### **WORK EXPERIENCE**

#### **Data Analyst Intern**

(Mahabal Metals Pvt. Ltd | Feb 2022 - Jun 2022)

Tasks

- Operational Loss Analysis of Flywheel, resulting in **resolving 60% of Production Defects**
- Worked on a Camshaft Project to reduce the Rejection. Successful in achieving from 11% to 0%
- Built Process Capability Report, Box Plots, Trend Graphs, and Pareto Charts for the Camshaft Project

### **PROJECTS**

## Customer Segmentation Project (RFM Analysis, Logistic Regression, k-Means, GridSearchCV)

Objective	Drive revenue growth by segmenting 540K+ e-commerce customers for precision marketing.
Approach	<ul> <li>Developed RFM analysis and leveraged k-Means, Logistic Regression for large-scale transactions.</li> <li>Visualized product and customer trends, mapping segments to actionable insights for strategy optimization.</li> </ul>
Impact	<ul> <li>Segmented high-value customers, targeting the top 10% that drive over 60% of revenue.</li> <li>Raised marketing ROI through personalized campaigns, driving 15% retention and 10% order value gains.</li> </ul>

## **Customer Churn Prediction** ()

(EDA, XGBoost, GridSearchCV, Pickle)

Objective	<ul> <li>Predict telecom churn using advanced analytics to reduce attrition and boost retention.</li> </ul>
	Analyzed, preprocessed, and engineered features on dataset with 100k record, 9-feature dataset using EDA
Approach	<ul> <li>Scaled data robustly, encoded features, and trained Random Forest and XGBoost using GridSearchCV</li> </ul>
	• Evaluated models on multiple metrics; deployed the best model as a <b>Pickle</b> for production.
Impost	Enabled early detection of at-risk customers to drive targeted retention strategies.
Impact	Delivered insights to marketing and customer success teams, reducing churn and driving data decisions.

## Online Retail Data Analysis () (Market Basket Analysis, SQL, Excel, Numpy, Pandas, Matplotlib)

Objective	<ul> <li>Analyze e-commerce transactions to segment customers, uncover trends, reduce risk, and boost revenue.</li> </ul>
	<ul> <li>Analyzed 500K daily transactions; studied demographics, purchase history, and order cancellations.</li> </ul>
Approach	<ul> <li>Tracked profit KPIs (revenue/customer, order value, top seller) and risk KPIs (returns, high-risk).</li> </ul>
	<ul> <li>Cleaned data, wrote SQL for KPIs, and executed Market Basket Analysis (support, confidence, lift).</li> </ul>
	- Clouriou data, whole GQL for Rt 15, and exceeded market backet Analysis (Support, Commercial, Int.).
Impact	<ul> <li>Enhanced KPI accuracy, optimizing inventory, reducing risks increasing retention by 15%</li> </ul>

## Analyzing Saudi Arabian Grand Prix 2025 (FastF1 API, Numpy, Pandas, Matplotlib, Seaborn)

Objective	<ul> <li>As a F1 enthusiast, study the Grand Prix weekend to understand car and driver characteristics</li> </ul>
Approach	<ul> <li>Used the FastF1 API to get the car telemetry data of the weekend for certain drivers (VER, PIA, HAM, LEC)</li> <li>Compared the telemetry of VER and PIA for Pole Position, analyzing strengths and weakness of their lap</li> </ul>
''	Studied HAM, LEC, RUS car telemetry to get better understanding of ERS Deployment
Impost	Helped in getting to know more about car setups and who is more likely to win
Impact	Comparing drivers of a team, understanding the driver characteristics giving a development direction for the car

## **EDUCATION**

rma Institute of Technology   2018 - 2022)
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CGPA	• 8.21
Relevant Coursework	Linear Algebra, Calculus, Python, Probability and Statistics, Data Analysis
Examinations	Qualified in GATE Data Science and Artificial Intelligence (DA) 2025
Certifications	Complete Machine Learning and Data Science Program by GeeksforGeeks     Python Libraries for Data Science
Achievements	Secured Rank under 50 in Analytics Olympiad 2023 conducted by Shiv Nadar University