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	 Supervised Learning, Unsupervised Learning, Deep Learning, Statistical Analysis, Hypothesis Testing Numpy, Pandas, Matplotlib, Seaborn, Scikit Learn, Tensorflow, Keras Data Cleaning, Data Visualization, Exploratory Data Analysis (EDA), Excel, PowerBI, DAX
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%
- Worked on a Canishait 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	 Developed RFM analysis and leveraged k-Means, Logistic Regression for large-scale transactions.
		 Visualized product and customer trends, mapping segments to actionable insights for strategy optimization.
	Impact	 Segmented high-value customers, targeting the top 10% that drive over 60% of revenue.
		 Raised marketing ROI through personalized campaigns, driving 15% retention and 10% order value gains.

Customer Churn Prediction ()

(EDA, XGBoost, GridSearchCV, Pickle)

Objective	Predict telecom churn using advanced analytics to reduce attrition and boost retention.	
	Analyzed, preprocessed, and engineered features on dataset with 100k record, 9-feature dataset using EDA	
Approach	 Scaled data robustly, encoded features, and trained Random Forest and XGBoost using GridSearchCV 	
	• Evaluated models on multiple metrics; deployed the best model as a Pickle 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	• Analyze e-commerce transactions to segment customers, uncover trends, reduce risk, and boost revenue.	
	Analyzed 500K daily transactions; studied demographics, purchase history, and order cancellations.	
Approach	 Tracked profit KPIs (revenue/customer, order value, top seller) and risk KPIs (returns, high-risk). 	
	Cleaned data, wrote SQL for KPIs, and executed Market Basket Analysis (support, confidence, lift).	
Impact	Enhanced KPI accuracy, optimizing inventory, reducing risks increasing retention by 15%	
IIIIpaci	 Enhanced cross-selling and bundling boosting average order values and overall sales. 	

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

Objective	As a F1 enthusiast, study the Grand Prix weekend to understand car and driver characteristics	
Approach	 Used the FastF1 API to get the car telemetry data of the weekend for certain drivers (VER, PIA, HAM, LEC) Compared the telemetry of VER and PIA for Pole Position, analyzing strengths and weakness of their lap 	
''	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

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