

Saurav Ghag

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Analyst with 2+ years experience at Samsung & Reliance Jio. M.Tech from BITS Pilani with top-graded dissertation on Monte Carlo-driven business analytics. Currently transitioning into academia and research.

Research & Teaching Interests

Tools expertise: Python, R, SQL, Power Bi, Tableau, Excel, HTML, CSS

Technologies Known: Data Science and Analytics Concepts, Databases, Web Development, AWS, Cloud Computing, Data Analysis, Predictive and Prescriptive Analysis, Advanced Statistical Techniques in Analytics, Business Intelligence, Business Strategy, International Business, Entrepreneurship, Business Consultations, Business Psychology

Professional & Research Experience

Lokmanya Tilak College of Engineering

Assistant Professor

Dec 2025 – Currently Working
Computer Engineering Department

- Teach Python Programming and conduct practical sessions for First Year Engineering students.
- Lead Data Science Lab for Final Year students, covering EDA, preprocessing, ML basics, and project guidance.
- Conduct Cloud Computing Lab for Third Year students, including virtualization, deployment models, and containerization.
- Handle Cryptography & System Security Lab, teaching encryption methods, secure coding, and security tools.
- Prepare lab manuals, assignments, and evaluation criteria aligned with outcome-based education.
- Evaluate practical exams, maintain student performance records, and support academic coordination.
- Mentor students in academic and final-year projects with technical guidance.

BITS Pilani - M.Tech Research

Dissertation - Graded: Excellent

Jan 2025 – June 2025

Statistical Risk Analysis & Business Forecasting (Monte Carlo Methods)

- Implemented the Monte Carlo simulation method for stock market analysis.
- Conducted forecasts of stock values across diverse datasets and varying time horizons.
- Derived insights from probabilistic outcomes to assess potential risks and returns.
- Applied data-driven decision-making strategies based on simulation results to optimize investment choices and maximize profit potential.
- Technologies: Python, NumPy, SciPy, Statistical Modeling, Simulation Techniques.

Smart People Developers

Individual Contributor

Sept 2024 – Jan 2025

Real Estate Analysis and Strategy

- Analyze marketing and sales data to optimize campaigns, enhancing customer acquisition and retention.
- Collaborate with stakeholders to deliver tailored insights and recommend data-driven strategies.
- Master storytelling to present complex data effectively to diverse audiences.
- Deliver forecasting models to tackle inconsistent data and improve campaign performance.
- Engage stakeholders to align analytical outputs with business goals.

Samsung India Electronics Limited

Data Analyst

June 2022 – Sept 2024

On Payroll of Bluebells Technosolutions Pvt. Ltd

- Analyzed 10M+ daily telecom records with Python and SQL to identify network performance bottlenecks, enabling targeted optimizations that drove significant revenue growth.
- Designed and automated interactive KPI dashboards in Tableau, Power BI, and Excel-tracking ARPU, churn rate, customer acquisition, retention, and campaign ROI-enabling data-driven decisions and reducing report delivery time significantly.
- Developed customer segmentation models using Pandas and Scikit-learn, uncovering high-value cohorts and reducing churn through targeted marketing campaigns.
- Partnered with 15+ cross-functional teams to integrate heterogeneous data sources, accelerating insight delivery by and ensuring alignment across marketing, product, and operations.

Freelancing

Freelancer

August 2020 – Jun 2022

Web Analyst

- Freelanced for local brands to analyze their web applications and provide with the insights for better optimisations.
- Also helped them in development and designing of their website apt for their business.

Rishiraj Media Internship

Intern

2021

Web Developer

- Interned as Web Developer in event management company giving me real world work experience during my college day.

InternIn Internship

Intern

2020

Campus Ambassador

- Interned as Digital Marketing intern and campus ambassador for promoting the brand in my campus developing great communication and marketing skills

RAIT R&D Internship

Intern

2019

R&D - E-Skin

- R&D Opportunity provided by DY Patil's Ramrao Adik Institute of Technology giving me experience of Research.
- We did research of E-Skin and how it is implemented in biomedical, polymer and technical fields.

Education

Birla Institute Of Technology (BITS), Pilani

Master Of Technology - Software Systems : Specialization Data Analytics

Aug 2023 – June 2025

CGPA: 6.26

DY Patil's Ramrao Adik Institute of Technology, Navi Mumbai (Mumbai University)

Bachelor of Engineering - Electronics & Telecommunication Engineering

Aug 2018 – June 2022

CGPA: 7.79

Certifications

- IBM: Data Science Professional Certificate
- AWS Certified AI Practitioner AIF-C01
- Power BI Data Visualization Specialist
- Ethical Hacking by ZSecurity
- Web Development by CodeWithHarry (Haris Ali Khan) & Udemy (Supriyo Kundu)
- The Ultimate Job Ready Data Science Course by CodeWithHarry (Haris Ali Khan)
- Data Analytics with Excel PivotTables by Navya Kannan & Learnsector LLP
- The Operations Management Training Program by Sorin Dumitrascu
- Stock Trading Strategies: Technical Analysis MasterClass by Jyoti Bansal (NCFM, NISM Certified Technical Analyst & Investment Advisor)
- Advanced Microsoft Excel Formulas & Functions by A.M.A.M Mubeen (Expert in Tally, Finance & Microsoft Office)

Projects

- Monte Carlo for Predictive and Prescriptive Analytics in Business - Master's Dissertation
- Customer Churn Analysis & Prediction
- ARPU Optimization & Revenue Growth
- Marketing Campaign ROI Analysis
- 5G Network Performance & Customer Impact Analysis
- Stock Price Prediction using Time Series Analysis
- Retail Sales Analysis using Python, SQL, Power Bi
- Airlines Fare Prediction using Machine Learning
- Password Strength Prediction using Natural Language Processing
- Smart Medicine Dispenser & Health Monitor - Bachelor's Final Year Project

Roles & Responsibilities

- IETE RAIT Vice Chairman - 2020
- IETE RAIT Event Head Technical Fest - 2019
- IETE RAIT Volunteer Technical Fest - 2018
- Social Wing Volunteer Tree Plantation - 2018
- Student Union Council Volunteer Cultural Fest - 2018

Workshops & Webinars Attended

- Export Import Clarity Marterclass by Dr. Omkaar Hari Maali
- Innovations, Entrepreneurship & Funding organized by IIC, MIC, AICTE, MOTIF at RAIT
- How to turn an Idea into Billion Dollar Business by Ritesh Agrawal (CEO OYO)
- Take Charge of Your Time by Ankur Warikoo (CEO Nearby & SecondShaadi)
- The Complete Guide to Starting Up by Ankur Warikoo (CEO Nearby & SecondShaadi)
- Stock Markets Webinar
- Microwave Applications using HFSS
- Hands on Training on Advanced Optical Fiber Technology using Optisystem
- Cyber Security
- Applied Signal Processing Using MATLAB