

# Stuti Sanghavi

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## EDUCATION

**Santa Clara University, Leavey School of Business**

Santa Clara, CA

**Master of Science in Business Analytics**

Mar 2021

- Relevant Coursework: SQL, Python, R, Machine Learning, Econometrics, Marketing Analytics, Deep Learning, NLP
- Merit-based scholarship recipient 2019

CGPA : 3.81 / 4

**Mukesh Patel School of Technology Management and Engineering, NMIMS**

Mumbai, India

**Master of Business Administration, Marketing**

Apr 2013

**Bachelor of Technology, Chemical Engineering**

Apr 2013

## TECHNICAL SKILLS

- **Key Skills:** Python, SQL, Tableau, R, Excel
- **Techniques:** Random Forest, Decision Trees, Linear and Logistic Regression Modeling, Hypothesis Testing, Forecasting
- **Certifications:** Intermediate R, Intermediate SQL, SQL for Exploratory Data Analysis

## ACADEMIC PROJECTS

- **Classification techniques:** Studied the performance of various classification techniques like logistic regression, CART, random forest, and neural network on German Credit Score data
- **Pneumonia Classification:** Used Convolutional Neural Networks (CNN) and transfer learning to predict the chances of a patient having pneumonia using X-Rays. The model achieved an F-1 score of 93% and an accuracy of 90% ([Link](#))
- **Twitter Sentiment Analysis:** Analyzed the sentiments of real time trending twitter topics and categorized them into positive, negative, and neutral classes in Python ([Link](#))
- **Interactive data visualization:** Created R shiny dashboard and markdown to explore the Boston crime data. Also used ARIMA to forecast the number of crimes in next six months ([Link](#))

## EXPERIENCE

**Calix Inc.**

San Jose, CA, USA

*Analytics Intern*

Jun 2020 – Sep 2020

- Automated the process of calculating the forecast for child products using historical attach rates and parent child relationships with SQL and Excel, by identifying nearly 350 relationships and **saving 8 hours per planning cycle**

**Lam Research**

Fremont, CA, USA

*Practicum Student*

Spring and Fall 2020

- Built a **web scraping tool** to collect the information on companies of interest using Python and applied **machine learning** techniques to classify them according to Lam's taxonomies which increased the efficiency of Technology Scouts by 10x

**Jaypee Industries/Just Accura**

Mumbai, India

*Manager (Consultant)*

Jul 2016 – Jul 2017

- Initiated and developed new photovoltaic (i.e. solar cell) division within the company which was responsible for \$20K sales within the first year
- Represented the solar channel partners and provided recommendations to the Ministry of New and Renewable Energy (MNRE) under the Government of India for the upliftment of the solar industry, which were well received by the members

*Assistant Manager (Consultant)*

Apr 2014 – Jun 2016

- **Defined metrics and key performance indicators** for the business and performed monthly business review with the executives
- Analyzed the seasonality of the business and created an **ARIMA forecasting model** to predict sales with MAPE of 5%. This model was regularly utilized by the inventory planning team, to plan the inventory and predict sales ahead of time
- Oversaw procurement, manufacturing, quality checks and deliveries as a part of supply chain management team

*Designing Consultant*

Apr 2013 – Mar 2014

- Managed a team of four responsible for field operations, reporting on the sites and providing feedback and requirements of clients, and also a team of two responsible for tapping potential clients, that led to additional sales of \$100K
- Developed various advertising techniques and created branding for the company in order to tap into the retail business for electrical water heaters. This step resulted in tie-ups with multiple dealers and boosted sales

**Asian Paints Limited**

Mumbai, India

*Technical Intern*

Jan 2011 – Apr 2011

- Collected data on the existing manufacturing process, explored new methods and provided recommendations to achieve a reduction of sixty minutes in the manufacturing time of the base paint