Subham Patel

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PROFESSIONAL SUMMRY:

Engineer with 7 years of experience in the Sales & marketing domain, with a proven record of using data-driven insights to optimize sales strategies and drive revenue growth.

SKILLS:

TECHNICAL-SKILLS:

➤ **Programming Skills:** Python, SQL, Mongo DB, R
➤ **Data Analysis Tools:** Tableau, Power BI, Excel.
➤ **Machine Learning:** Supervised, Un-Supervised
➤ **Deep Learning:** ANN, CNN, RNN & LSTM
➤ **NLP & GENAI**
➤ **Time series:** ARIMA/SARIMA, Fb-Prophet
➤ **Cloud Computing:** Basics of **AWS**
➤ **Version Control System**: - Git
➤ **Statistic & Probability Model**

SOFT-SKILLS:

➤ **Communication & Story Telling**
➤ **Networking**
➤ **Strategic Thinking**
➤ **TeamHandling**
➤ **Analytics, Attention to details**
➤ **Presentation**
➤ **Adaptability**
➤ **Collaboration**

PROFESSIONAL EXPERIENCE:

Forbes Marshall, Pune (Sr Engineer)   Dec '2022 – June' 2023

Responsibilities: -
❖ Handling Entire Odisha region including Govt-Bodies   for Customer Growth.
❖ Client visits to generate inquiries.
❖ Technical Presentations & Product Demonstration.
❖ Sales Planning & forecasting.
❖ Maintaining Customer Relationship.
❖ Creation of Monthly, Quarterly reports submission.

Project Description: - To analyze air quality data obtained from the CPCB for different states in India, and **to provide insights into air quality trends**, pollution levels, and variations between states, which help stakeholders, including **government agencies and the public about environmental policies and health-related measures.**

- Data Ingestion >> Data Exploration & Data Preprocessing **>>** Model Training **>> Prediction with Fb-Prophet model** >> Choosing best model after evaluation >> **Deploy** the model on local server.

Conclusion: With the assistance of a forecasting model, management can make informed decisions regarding **business opportunities in various states for expanding operations**. Moreover, it aids the service team and sales team in targeting nearby industries that are significant contributors to environmental pollutants.

Vdeal System Pvt. Ltd. Bhubaneswar (Sr Engineer)   Aug '2021 – Dec'2022

Responsibilities: -
❖ Taking care of Entire Water bodies.
❖ Build relationships with Each & Every contractor of CPWD, PhD, WATCO.
❖ Technical Presentations & query resolved.
❖ Sales Strategy & Forecasting & Pricing.
❖ Technical Documentation for submission of Government Tenders.
❖ Leading a team & Training Newcomers.

Project Description(I):
The goal is to develop a model **to predict future sales based on historical sales data and assist in inventory management, budgeting, and overall business planning**.

- Data Ingestion **>>** Data Transformation >> Evaluation of the models **>>** Deploying the model.

Conclusion: The use of the model has facilitated management in planning and making well-informed decisions. By accurately predicting sales, businesses can perfect their operations, manage inventory efficiently, respond to changing market conditions more effectively, and set sales targets for upcoming years.

Project Description(II): - **To check potential probability of lead conversion**

- Data Ingestion **>>** Feature Engineering **>> Model Building** (Random Forest)**>>** Evaluation of the models

Conclusion: The utilization of the model has facilitated management and sales teams to plan their actions towards high potential client. Effective use of time.

Nevco Engineers Pvt. Ltd. Delhi (Sr Engineer)   Aug '2018– Aug'2021

Responsibilities: -
- ❖ Visiting Clients for generating inquiries.
- ❖ Product Offer submission & Follow-ups.
- ❖ Sales Dashboard creation.
- ❖ Technical Presentations & Payment collections.
- ❖ Sales Support.

Project Description: - Built a predictive model **to identify customers at risk of churning and implement proactive strategies to retain** them.

- Assembling Data >> Data preprocessing >> Data Exploration & Insights check **>> Model Training with Random Forest classifier >>** Assess the model's performance using evaluation metrics.

Conclusion: The use of these models enabled the implementation of strategies such **as personalized offers, loyalty programs, and participation in exhibitions or targeted communication** to re-engage customers at risk of churning.

Errand Enterprises Pvt. Ltd. Delhi (Engineer)   Jun '2016 – July'2018

Responsibilities:-
- ❖ Offer making & Follow-up with clients.
- ❖ Order Finalization & Negotiation
- ❖ Technical Visit to the client for generating bussiness.
- ❖ Understanding Bussiness Growth & Clients requirement.
- ❖ Cold Calls

PERSONAL Gen-Ai PROJECTS :   July-2023*

Project Description: - Creation **of Multiple Chatbots for Customer interaction with specific domain, YT transcriber, Nutrient calculator, Document Reader.**

Tech & Tools Used : VS-Code ,Python, Streamlit, Flask Open-AI, Gemini-Pro, Lang chain, Groq, Git, AWS.

Conclusion: Aims is to create versatile chatbots that can manage a variety of tasks, enhance customer interaction and providing valuable utilities. Each chatbot designed and developed with a focus on user needs, ensuring they provide accurate & helpful responses by using fine tuning (LORA, QLORA)

EDUCATION:
- o MBA in Marketing – Meerut University, U.P (2016-2018)
- o Bachelor of Engineering in Electrical & Electronics Engineering – Vels University, Chennai (2012-2016)

CERTIFICATION:
- ▪ Advanced AI & ML - IBM
- ▪ Advanced Excel certification- Udemy
- ▪ Certified Data Scientist - IBM
- ▪ Certified SQL, Tableau & Power bi - Learnbay
- ▪ Gen-Ai for Data Sceince & Ai -Learnbay

HOBBIES:
- To learn Musical Instruments.
- Passionate about maintaining an active and healthy lifestyle. Regular workouts, strength training.

AVAILABILITY:
- Can Join Immediately.