

NAND DAVE

Boston, MA | dave.na@northeastern.com | +1 8578672669 | www.linkedin.com/in/nanddave

Education

Northeastern University

Boston, MA

Master of Science in Engineering Management, Concentration: Data Science

Sept 2021 - May 2023

Relevant Coursework: Engineering Probability & Statistics, Data Mining, Data Management & Database Design

Technical Skills

Programming Languages: Python (Pandas, Numpy, Scikit – Learn, Matplotlib, Seaborn, Plotly), SQL, R

Database Technologies : Data Science Pipeline (cleaning, wrangling, visualization, modeling, statistical modelling), AWS (EC2, S3), Hive, Hadoop

Machine Learning Algorithms: Linear Regression, Logistic Regression, K Means Clustering, Hierarchical Clustering, Random Forest, Time Series Forecasting, NLP

Additional Technologies: A/B Testing, Hypothesis Testing, Jupyter Notebook, Google Collab, Tableau

Certifications: Diploma in Data Science, IIITB, India | Excel Skills for Business: Intermediate I (Pursuing)

Work Experience

ANA Packaging and Trading

Bangalore, India

Data Scientist

July 2020 - July 2021

- Coordinated innovative strategies to accomplish product marketing objectives and boost long-term profitability resulting in consistent 10% growth in company's turnover monthly.
- Pioneered improvements to reduce costs and improve supply chain process, performance measurement ,and outsourcing approach increasing 20% rise in annual production capacity.
- Developed efficient logistics analysis model to reduce transportation costs by 16% monthly.
- Exercised matplotlib analysis to create real-time ROI graphs helping teams focus on high-profit business leading to a 20% climb in annual profit and rewarding Top 10 Product based clients.
- Analyzed weekly and monthly patterns to forecast business & product needs, reduced inventory costs by 25% which made significant impact on cash flow and net profit by around 4.5% quarterly.
- Deployed Tableau to redesign business model motivating sales team with gainful insights piloting to negotiate 20 new clients within a month with 95% customer retention monthly.

Project and Leadership Experiences

Operational Manager

AIIESEC, Bangalore, India

Business Development and Customer Experience

Feb 2019 - June 2020

- Revitalized brand awareness through event marketing, demonstrations, sales ,and brand promotion to improve customer engagement by 36% and increase lead generation by over 45% monthly.
- Collaborated with internal team members to resolve customer concerns and deliver enhanced customer experience leading to 93% customer satisfaction.
- Supervised an event powered by Coca-Cola with popular speakers with seat occupancy of 91%.
- Braced strategic negotiation and sales skills to develop sponsorships for 4 events to increase cash flow annually by 60% while mentoring 3 teams.

Bike Sharing Project

- Executed EDA and data cleaning on a large dataset using Python completing 28% earlier than expected timeframe. Evaluated all necessary metrics to achieve better results with good precision.
- Enforced linear regression analysis model using certain parameters to achieve an accuracy of 82%.
- Extracted important variables using RFE evaluation analysis generating business problems across 28 variables to make better business decisions leading to cost reduction and escalate net profit.

Other Projects: Stock Portfolio management, IPL case study, Airbnb Case study, Credit card fraud detection

Extra-Curricular Activities: Adventurous sports| Stock/ Crypto Trading| Gaming

Societies/ Clubs: Data Science Hub, Data Research Lab