



Abhinav Paul

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OBJECTIVE

I seek to build a results-driven career at the intersection of Business, Product, and Data Science, leveraging my strong background in analytics and data science across diverse sectors. I am committed to delivering impact through data-informed strategies, innovation, and cross-functional collaboration.

EXPERIENCE TIMELINE



STUDENT

Indian School of
Business (ISB)
Jan 2025 - Present

SR. DATA SCIENTIST
Razor Group GmbH
(RGG)
Jan 2022 - Present



MITx MicroMasters
Supply Chain Management
(May 2023 - Present)

SR. BUSINESS ANALYST
Freshnear Technologies
Pvt Ltd. (Meesho)
Jul 2020 - Dec 2021

EXPERIENCE SUMMARY

Programme - Advanced Management Programme of Business Analytics (AMPBA)
Cohort - Batch 23 (Jan 2025 - May 2026)

Subjects -

- Foundations in Data Analytics
- Big Data and Data Engineering
- Machine Learning and Artificial Intelligence
- Advanced Statistical and Optimization Techniques
- Business and Industry-Specific Analytics Applications

Department - Commercial (Data Science - Forecasting)

Project -

Commercial Decision Engine - Forecasting

- Scaled legacy forecasting methodology from 3k to 30k SKUs
- Set up training data cleaning and preparation using Redshift models and Kedro pipelines
- Built a reporting framework for accurate and unbiased backdated forecasting runs

Department - Tech and Analytics (Data Science)

Project -

Top of the funnel - Product Opportunity Sourcing Engine

- Identifying opportunities for new product launches to replace end-of-lifecycle products and expand our product portfolio into untapped niche markets across diverse geographic regions

PO Automation - Inventory

- Developed algorithm to prevent Inventory Out-of-Stock (OOS) issues caused by delayed purchase order creation. Utilized demand plans, current inventory, incoming orders, production time, and transport data to automate purchase order size calculation, ensuring buffer inventory levels were maintained. This reduced quarterly effort on PO ordering from 3-4 weeks to 3-4 days and cut OOS rate in half.

Demand Planning

- Created a Demand forecasting reporting framework evaluating multiple univariate and multivariate models with MAPE as a performance KPI
- Created Inventory data science assets which was used across Teams

Tools - Jupyter Notebook, Tableau, Redshift, Keepa, ChatGPT API, Kedro,

Platform - AWS - Sagemaker, Lightsail, Celigo

CTL.SC0x Supply Chain Analytics by MIT Center of Transportation and Logistics Aug 2023

CTL.SC1x Supply Chain Fundamentals by MIT Center of Transportation and Logistics Dec 2023

Concepts - Central Limit Theorem, Optimization (Constrained and Unconstrained), Regression, Shortest Path Problem, Travelling Salesman, Vehicle Routing Problem

Department - International Expansion (Indonesia) and India Monetisation Org

Project -

Monetisation Team

- Introduced novel metrics and established a centralized Business Intelligence (BI) system for effective monitoring.
- Orchestrated the setup and maintenance of data assets to enable swift decision-making.
- Developed automated recommendation engines and BI tools for Ads Sales, enhancing supplier interactions and boosting operational efficiency.
- Conducted ongoing analysis to support Business As Usual (BAU) activities, assessing strategic adjustments required for Ads demand control.

Indonesia F&E and CX

- Performed A/B testing to assess the efficacy of product features.
- Strategized and conducted user surveys to gauge preferences for product features.
- Monitored third-party services utilized by the company.
- Managed routine data needs for the F&E team, supporting daily supplier interactions and performance tracking.

Tools - SQL, Python, Google scripts, Google Sheet

Platform - Metabase

☆ Coursera Specialization
(Mar 2020 - May 2020)
*COVID-19 Lockdown
period

PROGRAM MANAGER
OYO Hotels and Homes
Pvt Ltd.
Jul 2019 - Jun 2020

PRODUCT ANALYST
Flipkart Internet Pvt Ltd.
Jan 2019 - Jun 2019

DECISION SCIENTIST
Mu Sigma Business
Solution Pvt Ltd.
Oct 2015 - Dec 2018

☆ SPOT Award
Nov 2017

☆ SPOT Award
Apr 2016

UNDERGRAD STUDENT
National Institute of
Technology Srinagar
Aug 2011 - Jun 2015

Specialization - Applied Data Science by IBM via Coursera on April 2020
TensorFlow in Practice by deeplearning.ai via Coursera on May 2020

Tools - Colab, Jupyter Notebook, Github.com, Python 3.0
API - Matplotlib, Scikit-Learn, Seaborn, Folium, TensorFlow 2.0.0, Pandas, Numpy

Department - Sales, Supply and Operation
Project - Offline Sales - MicroMarket

- Creating a comprehensive reporting framework for the sales and supply team to leverage data for gauging and tracking current performance of Sales executives and to enable Data driven decision making discussions for Leadership.
- Created a basic predictive model to track sales progress against the target of the month.
- With help from the leadership was able to increase the Sales 3x and maintain for the period of 4 month prior to business slow down due to Covid-19 Pandemic

Tools - Google Scripts, Python, Google Sheet

Department - Payments Product
Project - Briefly worked on Customer Behaviour Analysis for Payments leg of the customer's online shopping journey

Tools - SQL
Platform - Adobe Workspace (Omniure), Google Sheet

Department - Delivery Unit
Project -

Business Improvement Program - Property repair

- Executed a project focused on crafting a reporting product to track and assess vendor performance, resulting in significant outcomes. This initiative generated monthly cost savings of \$400,000 on vendor services while simultaneously elevating the client's customer experience score.

Business Improvement Program - Digital Initiative

- Led the development of a comprehensive reporting product designed to meet clients' analytical requirements for their new digital platform product. This initiative involved tracking three key dimensions of customer engagement: Financial, Volumetric, and Customer Experience.

Commercial Operations and Management Portal

- Led the development of a platform-as-a-product project aimed at monitoring key performance indicators within the Commercial Insurance sector for the client. A pivotal achievement of this project was the consolidation of legacy systems into a unified platform, offering a robust and adaptable solution designed to accommodate evolving business needs through a plug-in-style data architecture.

Motor Recalibration Initiative

- Enhanced an established reporting suite by seamlessly integrating two lines of business and implementing employee tagging. This initiative focused on critical metrics within the claims process, facilitating real-time decision-making within the Motor Insurance Division of a prominent Insurance and Banking corporation. Additionally, contributed to code development, Tableau implementation, and automated report generation to streamline operational efficiency.

Motor Claims Analytics

- Enhanced a reporting suite to offer comprehensive insights into key metrics within the claims process, facilitating daily decision-making in the Motor Insurance division of a prominent Insurance and Banking conglomerate. Responsibilities encompassed coding, Tableau development, and the establishment of automated reporting processes, streamlining manual report generation.

Tools - SQL, Tableau, Source Tree
Platform - AWS, Tableau Online 10.0, IBM Netezza, Confluence

Department - Mechanical Engineering
Course - Bachelors of Technology (7.329 CGPA)
Project - Design for Semi-Automatic Gear Shifting Mechanism
Additional responsibility and Initiative -

- Member of Student Welfare Committee
- Participated as an organizer in College level Technical/Non-Technical Events