

# ABHINAV PAUL

Lead Data Scientist | abhinavp2693@gmail.com | +91-9513344229 | Bangalore

🔗 LinkedIn: [linkedin.com/in/abhinav-paul-a512749b](https://www.linkedin.com/in/abhinav-paul-a512749b)

🔗 Github : [github.com/abhi-2693/Abhinav\\_Demo\\_Projects](https://github.com/abhi-2693/Abhinav_Demo_Projects)

---

## EDUCATION

**Indian School of Business (ISB), Hyderabad & Mohali**

**Advanced Management Programme in Business Analytics (AMPBA)** | Jan 2025 – May 2026 (*In progress*)

- **Core Coursework:**
  - Big Data & Data Engineering
  - Classical Machine Learning, Deep Learning, NLP, GenAI and LLMs
  - Knowledge Graph and RAG systems
  - Advanced Statistical & Optimization Techniques
  - Business & Industry-Specific Analytics Applications like Supply chain, Financial, Marketing and Digital Social Media Analytics
- Emphasis on translating analytical insights into business impact through case-based learning, capstone projects, and leadership frameworks.

**MITx – MicroMasters in Supply Chain Management** | May 2023 – Dec 2023

- **CTL.SC0x – Supply Chain Analytics** (Aug 2023)
- **CTL.SC1x – Supply Chain Fundamentals** (Dec 2023)
- **Key Concepts:** Optimization (constrained & unconstrained), Regression, Central Limit Theorem, Network Flows, Shortest Path, Traveling Salesman Problem, Vehicle Routing Problem.

**National Institute of Technology (NIT), Srinagar**

**Bachelor of Technology – Mechanical Engineering** | Aug 2011 – Jun 2015

- CGPA: **7.33 / 10**
  - Final Year Project: *Design of Semi-Automatic Gear Shifting Mechanism*
  - Activities: Student Welfare Committee member; organizer for technical & non-technical college events.
- 

## PROFESSIONAL EXPERIENCE

**Razor Group GmbH | Senior Data Scientist** | Jan 2022 – Present (Remote)

**Departments:** Commercial (Forecasting), Tech & Analytics, Inventory Automation

### Commercial Decision Engine – Forecasting

- Integration work to include acquired companies infrastructure into our forecasting framework
- Scaled legacy forecasting systems from **3K to 30K SKUs**, significantly improving commercial planning accuracy.
- Designed an unbiased back-testing and reporting framework to evaluate forecast accuracy using MAPE.

### Product Opportunity Sourcing Engine

- Identified white-space opportunities for new product launches across geographies to replace EOL products and expand portfolio depth.

### Purchase Order Automation – Inventory Optimization

- Developed an algorithm to prevent inventory OOS by automating PO sizing using demand forecasts, lead times, inventory buffers, and logistics data.
- Reduced PO planning cycles from **3–4 weeks to 3–4 days** and **cut OOS rates by ~50%**.

### Demand Planning & Reporting

- Built demand forecasting evaluation frameworks comparing multiple univariate and multivariate models.
- Created reusable inventory analytics assets adopted across business teams.

# ABHINAV PAUL

Lead Data Scientist | abhinavp2693@gmail.com | +91-9513344229 | Bangalore

🔗 LinkedIn: [linkedin.com/in/abhinav-paul-a512749b](https://www.linkedin.com/in/abhinav-paul-a512749b)

🔗 Github: [github.com/abhi-2693/Abhinav\\_Demo\\_Projects](https://github.com/abhi-2693/Abhinav_Demo_Projects)

**Freshnear Technologies Pvt. Ltd. (Meesho) | Senior Business Analyst | Jul 2020 – Dec 2021 (Remote)**

**Departments:** India Monetization & International Expansion (Indonesia)

## **Ads Monetization & BI Platform**

- Introduced new performance metrics and built a centralized BI ecosystem to monitor Ads performance.
- Developed automated recommendation engines for Ads Sales, improving supplier targeting and operational efficiency.

## **Indonesia – Fulfilment & Experience (F&E) and CX**

- Conducted structured user surveys to inform product prioritization.
- Managed data pipelines supporting daily supplier performance tracking.

**OYO Hotels & Homes Pvt. Ltd. | Program Manager | Jul 2019 – Jun 2020 (Kolkata)**

- Built sales and supply performance dashboards for offline micro-markets.
- Enabled **3× growth in sales performance**, sustained for 4 months prior to COVID-19 slowdown.

**Flipkart Internet Pvt. Ltd. | Product Analyst | Jan 2019 – Jun 2019 (Bangalore)**

- Analysed customer behaviour across the Payments funnel to identify drop-off drivers.
- Partnered with product teams to support data-backed enhancements to the checkout experience.

**Mu Sigma Business Solutions Pvt. Ltd. | Decision Scientist | Oct 2015 – Dec 2018 (Bangalore)**

## **Key Client Programs (Insurance & Banking):**

- Delivered vendor performance analytics driving **\$400K monthly cost savings** and improved CX scores.
- Led development of enterprise-wide commercial KPI portals, consolidating multiple legacy systems into a single analytics platform.

## **Awards @ Mu Sigma:**

- SPOT Award – Nov 2017  
“For driving the project as a Tableau lead along with picking up additional data development responsibilities and enabling efficient client conversations through structured problem solving & clear thought process”
- SPOT Award – Apr 2016  
“For winning the trust of the client through discipline, quality delivery and creativity to make the engagement successful”

---

## **CERTIFICATIONS & SKILLS**

### **Certifications:**

- Applied Data Science @ IBM (Coursera)
- TensorFlow in Practice @ deeplearning.ai
- Decision Scientist – Beginner @ Mu Sigma University
- Leadership and Emotional Intelligence @ ISB (Coursera)

### **Technical Skills:**

- **Languages:** Python, SQL
- **ML & Analytics:** Forecasting, Optimization, Regression, Time Series, A/B Testing
- **Visualization:** Tableau, Metabase
- **Cloud & Data:** AWS, Redshift, SageMaker
- **Libraries:** Pandas, NumPy, Scikit-Learn, TensorFlow, Matplotlib, Seaborn