

ABHISHEK GUPTA

DOB: October 10, 1997

Language Skills: English (Fluent), Hindi (Native)

Nationality: Indian

Visa Status: Stamp 2 Visa Holder in Ireland

23 Dun na Carraige

Blackrock, Salthill, Ireland

agabhishekgupta69@gmail.com

+353 (0) 89 953 4895

<https://www.linkedin.com/in/abhishek-gupta-06a256129/>

Profile Snapshot

Abhishek is soon completing his MSc. in Business Analytics from the National University of Ireland, Galway, Ireland. Prior moving to Ireland for his master's education, he was working with Flip Robo Technologies (India) in 2021 as a Data Science Intern after gaining experience in the field of sales analytics in a start-up called Techjockey Infotech Pvt. Ltd. (India). Since then, he has been strengthening his skills to become complete analytics professional. In his previous positions, he had experience in working with different statistical programming languages such as R and Python to build the sales structure analytics for the company, tableau for creating interactive dashboards and visualization. His previous professional exposure has helped him to master the agile working approach in a team.

Professional Exposure (most recent first)

01/2021 – 07/2021 **Flip Robo Technologies, Bangalore, India**

(7 months)

Designation: Data Science Intern

Job Activities:

- To analyze and visualize the data provided by the company through clients.
- Making Machine Learning Models to predict the accuracy of the client's sales dataset.
- Making various NLP Projects, learned how to perform a deep learning model.
- Creating text analysis models using NLTK, Keras libraries.
- Dusting the primary data to process the data as per the modelling needs.
- Creating interactive dashboards on tableau and visualize the same.

05/2021 – 06/2021 **The Sparks Foundation, Singapore based organisation**

(2 months)

Designation: Intern Data Science and Business Analytics

Job Activities:

- Involved in various projects on different dataset provide by the company (GitHub Link below).
- Used predictive tools in business analytics that can help companies make better decisions.

05/2019 – 07/2020 **Techjockey Infotech Pvt. Ltd., Delhi, India**

(> 1 year)

Designation: Sales Executive/Sales Data Analyst: SaaS Products (promoted in 4 months of joining the company)

Job Activities:

- Helped closing leads as per the defined requirements and targets.
- Worked on Hubspot CRM, to cultivate the sales pipeline process and to support the sales reps for the closure of deals.
- Developing and driving the deal stages, cultivate relationships with customers and partners to the end sales part.
- Understanding regulatory requirements and translate those into business requirements while working closely with departments such as risk, compliance and products.
- Analyse marketing leads, customer interaction on website, sales data in Python to analyse the customer behaviour.
- Work for dual side approach mechanism to take feedback from customers and channel partner team to enable continuous improvement and innovation in products, pricing & services.

Educational & Professional Qualifications (most recent first)

09/2021 – 06/2022 **National University of Ireland, Galway, Ireland.**

(Masters Education) *MSc. in Business Analytics; Grade 2:1 in First Semester*

Main Modules: Database Systems (MySQL), Business Applications Programming (C#), Decision Theory & Analysis (Tableau), Statistical Techniques for Business Analytics (SPSS), Business Modelling & Analytics (MS Excel, Advanced Excel, Solver, XLMiner), Systems Development & Project Management, Information Systems Strategy and Innovation, Information Systems Security & Ethics, Enterprise Systems, Advanced Applications Programming (Python, QlikView), Data Science & Big Data Analytics (Big Data, Hadoop) and Applied Customer Analytics (R Programming).

08/2020 – 07/2021 **DataTrained Analytics Academy, Delhi, India**

(Postgraduate *PG Program in Data Science, Machine Learning and Neural Networks*

Diploma) *Grade: 76 % (first-class honors)*

Main Modules: Advanced Excel, Python (from beginning to advanced level), Machine learning models through python, NLP, Image Classification models, deep learning models on google colaboratory.

08/2016 – 07/2019 **Jagannath International School of Management, Delhi, India**

(Bachelors Education) *Bachelor of Business Administration; Grade: 79% (first-class honors)*

Main Modules: Principles of Management, Business Economics, Financial and Management Accounting, Business Mathematics, Marketing Management, Statistics, Operations Research, Production, and Material Management.

Additional Courses and Certifications

- Applied Machine Learning with Python by IBM.
- Tableau for Beginners by Great Learning.
- Hubspot Agency Partner Certification.
- Google Analytics for Beginners.
- My repository link on GitHub → <https://github.com/abhi6953>