

**ABHISHEK SANGHAI****Email ID:** abhisanghai32@gmail.com**Contact No.:** +91-9564462311**Address:** 308, Mak Park View Apartments,  
Green Glen Layout, Bellandur, Bangalore - 560103**OBJECTIVE**

To obtain a position that will enable me to use my strong organizational skills, educational background, and ability to work well with people.

**ACADEMIC QUALIFICATIONS**

YEAR	INSTITUTE	DEGREE	PERFORMANCE
2011-2015	IIT KHARAGPUR	BTech, Ocean Engineering And Naval Architecture	7.59/10
2010	J. J. College, Koderma, Jharkhand	Class XII: JAC	67.6%
2008	PVSS DAV Public School, Jharkhand	Class X: CBSE	89.0%

**TECHNICAL/SOFT WARE SKILLS**

- Analytical Tools: MS-Excel
- Statistical Tools: R, SAS
- Data Management Tools: MS-SQL, MicroStrategy(Basic)
- Others: C, Matlab, Maxsurf, Solid Works, AutoCAD, MS-Office

**WORK EXPERIENCE**

<b>Blueocean Market Intelligence</b>	<b>Associate Data Scientist</b>	<b>[June 2015- Present]</b>
--------------------------------------	---------------------------------	-----------------------------

- Training
  - Went through MS-Excel, MS-SQL and MicroStrategy training for the development of strong data handling skills.
  - The Training schedule also included R and SAS statistical soft wares for analysing statistical modelling.

<b>Client:</b> Into Pharmaceutical Business	<b>Tools Used:</b> MicroStrategy
---	----------------------------------

**Performance management Dashboard**

- Worked intensively on MS-SQL to build the data repository.
- Built the dashboard to capture the market analysis, sales analysis and salesforce effectiveness for various geography and product.
- Used interactive features like dynamic text, time slider, geography drill etc in the reports to make it dynamic and visually appealing.

<b>Client:</b> Into digital cable and telecommunication business	<b>Tools Used:</b> R, MS-Excel
--	--------------------------------

**Bayesian Modelling, Sensitivity Analysis and Likelihood Estimation**

- Built a Bayesian model based on a survey for analysing consumer behaviour and predicting their loyalty for the firm's product.
- Performed sensitivity analysis through the model pointing out the key factors responsible for the change in consumer's behaviour.
- Computed likelihood estimation for the change in ratings of the survey to determine how distant a customer is from being shifted to a different loyalty section.

<b>Client:</b> Into retail business	<b>Tools Used:</b> R, SAS, MS-Excel
-------------------------------------	-------------------------------------

**Market Basket Analysis**

- Analysed the raw data to gain fruitful insights using metrics like Average Transaction Value and Average Basket Size.
- Performed revenue and quantity based bundling for broad segments devised according to the categories such as fruits, vegetables.
- Carried out performance solution for discounted products in order to optimize the revenue generated from them.

<b>Client:</b> Into online panel survey business	<b>Tools Used:</b> R, SQL, MS-Excel
--	-------------------------------------

**Analysis of Key Drivers for Survey Responsiveness and Scoring Panellists**

- Connected with client and concerned parties for identifying data requirements, business case and key objective.
- Operated on raw data using statistical techniques to get them into appropriate tables to be used later for predictive modelling.
- Used decision tree and linear regression models to identify the key drivers pertaining to response rates of the panellists for a market based on their demographic and transactional data.
- Built logistic regression model to score panellists and determine their responsiveness for surveys based on their historical data.

**INTERNSHIP**

<b>ZEBEC Marine Consultants &amp; Services Pvt. Ltd.</b>	<b>Seismic Support Vessel</b>	<b>[MAY-JUNE 2014]</b>
--	-------------------------------	------------------------

- Estimated scantlings for a seismic support vessel complying Bureau Veritas Class rules based on preliminary AutoCAD design.
- Conceptualised an effective approach for stiffeners selection available in the market in accordance with section modulus values.
- The scantling values computed employing the rule book was used in modelling and stability calculation of the vessel.
- Determined light ship weight of the vessel using scantlings selected supplemental in gross and net tonnage calculations.

## ACADEMIC PROJECTS

<b>Bachelor's Thesis: Offshore Wind Turbine</b>	<b>Guide: Dr. Mohammad R. S.</b>	<b>[AUGUST 2014-APRIL 2015]</b>
<ul style="list-style-type: none"><li>▪ Aim: Obtaining optimised structural control for a monopile based offshore wind turbine and increasing its fatigue life.</li><li>▪ Performed theoretical analysis for vibrational analysis of the monopile based offshore wind turbines.</li><li>▪ Different configurations of the Tuned Liquid Column Damper were used for wind and wave excitation in coherence.</li></ul>		
<b>Finite Element Analysis: Stiffened Plates</b>	<b>Guide: Dr. N. Datta</b>	<b>[NOVEMBER 2013]</b>
<ul style="list-style-type: none"><li>▪ Executed free vibration analysis of rectangular stiffened plates of different aspect ratios using ANSYS software.</li><li>▪ Used different stiffeners frame spaced at a model scale of typical ship hull panel to obtain the modeshape.</li></ul>		
<b>Hydrostatics and stability</b>	<b>Guide: Dr. N. Datta</b>	<b>[JULY 2013]</b>
<ul style="list-style-type: none"><li>▪ Reckoned various hydrostatic parameters of vessels of different shapes and sizes including Damage stability.</li><li>▪ Also calculated dynamical stability, free surface effect and intact stability of a twin hull vessel (catamaran).</li></ul>		

## AWARDS AND RECOGNITIONS

- Awarded Highest Contribution in Social and Cultural GC for a graduating candidate for the academic session 2014-2015.
- Awarded Best General Secretary of LLR Hall for the academic session of 2013-2014.
- Awarded Best fresher of LLR Hall for the all-round performance in hall events throughout the academic session of 2012-2013.
- Awarded Best Supporting Actor for the role of a Pakistani soldier in the Inter Hall Hindi Dramatics Event, 2012-2013.
- Awarded Best Supporting Actor for the role of a gaffer in the Inter Hall English Dramatics Event, 2012-2013.
- Secured 2<sup>nd</sup> position in the D-Code (Matlab Coding) event of Samudramanthan, 2014 held at IIT Kharagpur.

## POSITIONS OF RESPONSIBILITY

<b>General Secretary, Library, LLR Hall (2013-2014)</b>	<ul style="list-style-type: none"><li>▪ Managed the hall library with over 3000 volumes of books, with a budget amount of RS. 43,300/-.</li><li>▪ Initiated development of an online portal for the hall library for convenience of hall boarders.</li><li>▪ Coordinated with 393 boarders for admirable performance of the hall in illumination, rangoli and other extra-curricular and general championship events and was awarded Best General Secretary.</li></ul>
<b>Captain, English Dramatics, LLR Hall (2014-2015)</b>	<ul style="list-style-type: none"><li>▪ Conducted fresher events for second years of the hall to identify unique talents.</li><li>▪ Organized workshops to demonstrate the basics of dramatics and develop the interest for the same.</li><li>▪ Solely responsible for scripting, direction and participation of the hall in Inter hall Dramatics events.</li></ul>
<b>Captain, Ad-design, LLR Hall (2014-2015)</b>	<ul style="list-style-type: none"><li>▪ Conducted fresher events and organized workshops for Photoshop and adobe after effect packages.</li><li>▪ Built an entire new team for the event as the previous members graduated from the institute.</li><li>▪ Led a group of 15 members to present an Ad-campaign for an energy bar in the Inter Hall event.</li><li>▪ Encouraged healthy and fruitful group discussions to come up with an effective Ad-campaign.</li></ul>

## EXTRA-CURRICULAR ACTIVITIES

<b>Social and Cultural</b>	<ul style="list-style-type: none"><li>▪ Member of silver winning Bengali mime play performed at Inter Hall Bengali Dramatics, 2012-2013.</li><li>▪ Member of silver winning Nukkad in nukkad competition held at carpe-diem, 2012, IIM Calcutta.</li><li>▪ Performed 3 stage plays and 4 nukkads as part of Pravah-Technology Dramatics Society, IIT Kharagpur.</li></ul>
<b>Technology</b>	<ul style="list-style-type: none"><li>▪ Responsible for Bronze winning Ad-design Campaign of LLR Hall in the Inter Hall event, 2012-2013.</li></ul>
<b>Sports</b>	<ul style="list-style-type: none"><li>▪ Member of Inter Hall Athletics and Inter Hall cricket Team of LLR Hall, 2012-2013.</li></ul>
<b>National Cadet Corps</b>	<ul style="list-style-type: none"><li>▪ Received NCC B-Certificate as a cadet of unit 3(B) Tech Air Sqn NCC, IIT Kharagpur.</li><li>▪ Participated in Annual Training Camp 2011 conducted by unit 3(B) Tech Air Sqn NCC, IIT Kharagpur.</li></ul>