

ADARSH KUMAR

[NASSCOM(Govt.of India) Certified Data Scientist]

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Summary

- Data-driven and results-oriented Data Analyst with strong foundation in Python, SQL, Power BI, Machine Learning, Deep Learning, NLP, Computer Vision and Generative AI.
- Hands-on experience in business analytics, predictive modeling, and dashboarding through real-world flight category data.
- Proven ability to extract actionable insights from large datasets and support stakeholder decision-making.
- NASSCOM-certified with a strong academic record (2nd rank in EEE); passionate about real-world data projects and continuous learning.

Experience

Rehlat Online Services Pvt. Ltd.

Feb 2025 – Present

Category Analyst Intern – Flight Domain (Onsite)

Hyderabad, Telangana

- **Analyzed flight booking trends and customer behavior** using SQL and Excel to identify seasonal patterns and optimize category performance across routes and airlines.
- **Built automated dashboards and KPI reports** using QlikSense and Looker Studio, enabling leadership to track booking volume, conversion rates, and pricing effectiveness in real-time.
- **Conducted competitive pricing analysis and market benchmarking** to support dynamic pricing strategies and maximize flight booking margins.
- **Collaborated onsite with cross-functional teams** including pricing, marketing, and tech to present actionable insights during weekly business reviews.
- **Communicated insights directly with category managers and senior stakeholders** to influence key business decisions on pricing, promotions, and inventory.

Skills

- **Programming:** Python, SQL, Advanced Excel
- **Data Science:** Statistics, Machine Learning, NLP, Data Modeling, Generative AI (BERT, LLM, LangChain, Langgraph, RAG, GPT etc.)
- **Visualization:** Power BI, QlikSense, Looker Studio, Matplotlib, Seaborn, Excel Dashboard
- **Tools & Platforms:** Jupyter, Google Colab, Git, Excel (Pivot, VLOOKUP etc.), VS Code
- **Soft Skills:** Problem Solving, Team Collaboration, Business Communication, Team Leadership, Analytical Thinking

Projects

Movie Recommendation System | Python, SQL, Statistics, Unsupervised ML

Feb 2025

- Consolidated data from multiple tables (title, genres, ratings, tags) using **SQL joins** to create a unified movie dataset.
- Calculated **average ratings** to assess movie popularity, filtering high-quality recommendations based on user feedback.
- Built a recommendation engine using **cosine similarity** and **sklearn's** text-matching methods to suggest relevant movies.
- Returned personalized recommendations based on genre and user-input title, simulating real-world streaming scenarios.

Mall Customer Segmentation <i>Python, Statistics, K-Means Clustering</i>	Oct 2024
<ul style="list-style-type: none"> Performed EDA on mall customer dataset (Age, Income, Spending Score) to identify behavioral patterns. Used K-Means Clustering to segment customers into distinct clusters for targeted marketing. Applied Elbow Method to determine optimal cluster count and visualized results using Matplotlib & Seaborn. Delivered business recommendations to enhance customer retention and acquisition strategies. 	

IPL Data Analysis <i>Python, SQL, Statistics, Power BI</i>	Nov 2024
<ul style="list-style-type: none"> Analyzed IPL (2008–2024) data to uncover insights on toss decisions, venue impact, and player performance. Created interactive dashboards in Power BI to visualize team win ratios, top scorers, and match outcomes. Applied statistical methods to evaluate consistency and match-winning trends, aiding sports strategy development. 	

Education

B. P. Mandal College of Engineering	Dec 2020 – Aug 2024
<i>Bachelor of Technology in EEE</i>	<i>Madhepura, Bihar</i>

Certifications

<ul style="list-style-type: none"> NASSCOM Certified Data Scientist: Certificate Link SQL for Data Analysis – Internshala: Certificate Link Full Stack Data Science & AI – NareshIT, Hyderabad: Certificate Link Data Science – Internshala: Certificate Link SQL(Basic) – HackerRank: Certificate Link 	
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Leadership / Extracurricular

Editor	Towards Tomorrow 2.0
<i>Annual Magazine</i>	<i>BPMCE Madhepura</i>
Coordinator	Abhyuday 2023
<i>Quiz Competition – Kosi Division</i>	<i>BPMCE Madhepura</i>
Volunteer	National Sport’s Week 2023
<i>Sports and Cultural Event</i>	<i>BPMCE Madhepura</i>
Head	Talk The Talk Club
<i>Student Communication Club</i>	<i>BPMCE Madhepura</i>
<ul style="list-style-type: none"> Led the Talk The Talk Club, conducting weekly student discussions to enhance communication, critical thinking, and self-expression. 	