

# PRANSHU AGRAWAL

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## Education

Degree/Certificate	University/School	Year	CGPA/Percentage
4 Yr B.Tech in Computer Science	BML Munjal University	2017 - 2021	6.5
AISSE (Class 12 CBSE)	Central Academy, Kota	2016	79.0
AISSE (Class 10 CBSE)	Modern School, Kota	2014	8.0

## Work Experience

### HealthifyMe

August 2023 – Present

Business Analyst - Growth and Strategy

Bangalore

- Implemented a successful model to enhance the RPL (Revenue per Lead) for top coaches by **22%**, resulting in a monthly revenue increase of **30L**.
- Created an engagement score to find out most engaging features and its frequency of use to drive user journey for conversion.
- Developed and deployed a model focusing on the behavior of service coaches regarding lead types, resulting in a renewal rate increase from **21.4%** to **25.2%**.
- Created a new impact based incentive models for coaches replacing the existing old model majorly using Excel and SQL.

### FabHotels

June 2022 – July 2023

Data Analyst - Supply Chain

Gurgaon

- Demonstrated success in increasing ticket fulfillment by **10%**, resulting in a significant increase in revenue of approximately **50L** per month.
- Efficiently reduced ticket closure on MMT by **20%** resulting in increased revenue and a savings of **12%** in GST loss in the last 2 month.
- Developed and implemented process for converting non-contracted properties to contracted, which led to increased property level margins by **8%**.
- Established a process for recovering pending invoice amount of 25Cr by utilizing mail merger and implementing regular follow-up protocols, preventing a direct loss of **3Cr**.

### MindTree

June 2021 – June 2022

Data Engineer

Bangalore

- Developed and maintained databases to track energy usage data
- Analyze electricity consumption data using SQL and Excel to identify patterns and trends.
- Work closely with utilities to provide valuable insights for maintenance planning and power usage reduction.
- Successfully reduced total consumption by 30% through data-driven recommendations.

## Skills

- Proficient in Excel, Python, and SQL.
- Strong analytical and problem-solving skills.
- Strong communication and presentation skills.
- Experience with data visualization tools - Looker Studio.

## Relevant Coursework

- Database Management
- Advanced Excel
- Advanced SQL
- Statistics
- Machine Learning
- Data Analysis in Python

## Achievements

### Research Paper Work

May 2020 – June 2020

- Conducted an investigation of Brainwave dataset.
- Utilized various Machine Learning and Deep Learning techniques to uncover emotional and psychological issues.
- Combined human exercises with brainwaves to achieve more realistic results.

### Heart Disease Prediction Model

March 2020

- The project aims to predict heart disease by analyzing various factors such as blood pressure, cholesterol level, and pulse rate.
- Identified high-risk individuals using ML models based on above mentioned factors.