

Ashutosh

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Professional Summary

Professional with 3+ years of experience in operations and lead management, now transitioning into the data domain. Skilled in Python, SQL, and Power BI to explore data and build practical solutions. Strong interest in applying data-driven methods to solve business challenges.

Skills

Programming: Python, Machine Learning, SQL, Scikit-learn, Pandas, NumPy, Matplotlib, Flask, HTML, Power BI

Data Handling: Data Cleaning, EDA, Feature Engineering, Model Tuning

Statistical Methods: Hypothesis Testing, Correlation Analysis, Linear Regression, Confidence Intervals

Soft Skills: Stakeholder Communication, Problem Solving, Detail Orientation, Storytelling

Projects

➤ Property Price Prediction (Deployed)

Built a regression model with 89% accuracy to predict Bangalore property prices. Applied feature engineering and outlier handling. Developed a Flask-based web app and deployed it using GitHub + Render with API integration.

[Live Project: <http://bit.ly/4lbd8ji>]

➤ Superstore Sales Dashboard

Designed a Power BI dashboard for multi-year sales data with slicers, KPIs, and map-based visuals to highlight performance trends.

[Download: <https://bit.ly/4lCw4HC>]

Experience

Assistant Manager – Operations

PropertyPistol Realty Pvt. Ltd., Navi Mumbai | 2022–2025

- Handled lead assignment and filtering using Excel-based logic, improving efficiency by 30% and reducing invalid/recycled leads across teams
- Collaborated with team leads and heads to understand lead requirements and ensure targeted allocation, reducing grievances by 70% and improving CRM vs purchased lead balance
- Built Excel tools for auto country-code detection and nearby project suggestions using lat-long distance formula
- Explained lead system logic to strategy team and contributed feedback during internal sales tool UI development

Learning & Development Intern

Flipkart, Gurgaon | Sep 2021 – Nov 2021

Education

PGDM (Data Analytics & Marketing) – Lloyd Business School, 2022 | CGPA: 7.8

B. Com – National PG College, Lucknow University, 2020 | Percentage: 62

XII (CBSE) – 2017 | Percentage: 80.4