

# Aishwarya Katare

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## PROFESSIONAL SUMMARY

Dynamic professional with a strong background in client relationship management, team leadership, and strategic decision-making. Skilled in leveraging Python, data visualization, and statistical analysis to generate actionable insights and drive business outcomes.

## PROJECTS

### ReCell Pricing Prediction Project

Dec. 2024 – Jan. 2025

- Developed a linear regression model to predict the price of used and refurbished phones and tablets by analyzing features such as brand, operating system, screen size, and camera specifications.
- Performed feature engineering, exploratory data analysis (EDA), and model evaluation to identify key factors impacting device prices, improving pricing prediction accuracy.

### E-news Express Project

Nov. 2024 – Dec. 2024

- Conducted statistical analysis, A/B testing, and data visualization to evaluate the effectiveness of E-news Express's new landing page in attracting new subscribers using metrics like conversion status and time spent on the page.
- Analyzed the relationship between conversion rates and preferred language to draw actionable insights for subscriber engagement.

### FoodHub Order Analysis using Python

Oct. 2024 – Nov. 2024

- Analyzed customer order data from an online food aggregator to derive actionable insights for business improvement, addressing key questions shared by the Data Science team.
- Performed data exploration and analysis to identify trends, customer preferences, and areas for optimizing operations and enhancing user engagement.

## EXPERIENCE

### Associate Personal Banker

Nov 2023 – Apr 2024

WELLS FARGO

Austin, TX, USA

- Processed financial transactions and provided banking services while adhering to compliance and risk management policies
- Supported clients with account management, personal loans, and credit card services, focusing on building long-term relationships
- Conducted financial assessments to offer tailored solutions for clients' financial needs

### Relationship Manager - Banking and National Distribution

Oct 2020 – Jan 2022

UTI MUTUAL FUND

Pune, Maharashtra, India

- Generated \$10M total lumpsum allocation for UTI Small Cap Fund (NFO) through the Mutual Fund Distributor (MFD) retail channel, contributing 20% to sales target
- Collaborated with national distributors to increase revenue engagement by activating non-performing distributors
- Activated noncontributing MFDs with substantial AUM, increasing engagement and sales by 20%
- Secured tie-ups for UTI Equity Fund and other schemes, ensuring their inclusion in the product approved list for banks and National Distributors (NDs)
- Achieved \$16M in lump-sum investments for UTI Focused Equity Fund (NFO) through strategic presentations and motivation of banks and NDs
- Trained and mentored new hires, improving team effectiveness and product knowledge

### Marketing and Sales Intern

June 2019 – July 2019

GODREJ PROPERTIES

Pune, Maharashtra, India

- Pitched the Emerald Thane project to employees, selling 3 apartments worth \$50M
- Achieved \$60M in sales through direct, channel partner engagements, price negotiations, and strategic tie-ups

## SKILLS

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**Technical Skills:** Python, Power BI, Linear Regression, Exploratory Data Analysis (Variable Identification, Univariate Analysis, Bi-Variate Analysis), Hypothesis Testing, A/B Testing, Data Visualization, Statistical Inference

**Financial and Business Skills:** Deal Negotiation , Business Tie up B2B, Relationship Management, Equity and Debt Capital Markets, Risk Management, Client Management, Customer Engagement

## EDUCATION

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**Texas McCombs School of Business - UT Austin**

Austin, TX

*Post Graduate Program, Data Science and Business Analytics*

**AMITY UNIVERSITY**

Navi-Mumbai, Maharashtra, India

*Master of Business Administration, International Business*

**Bharati Vidyapeeth University**

Pune, Maharashtra, India

*Bachelor of Technology, Electronics Engineering*