DEEP SHAH
Data Scientist

CONTACT

Phone: +91 9429274082
Address: Bilimora. 396321. Gujarat
Email Id: deep4shah@gmail.com

SKILLS

- Machine Learning
- Deep Learning
- Data Analysis
- Statistical Analysis
- Data Visualization
- Communication & Presentation
- Prompt Engineering
- Data-Driven Decision Making
- Business Intelligence & Strategy
- Analytical Thinking
- Critical Thinking

TOOLS

- Python
- SQL
- Excel
- Power BI
- Tableau
- Microsoft Office

CERTIFICATIONS

- Professional Certificate course in AI and Machine Learning
  (E & ICT Academy, IIT Kanpur)   - Jan'25

- Advanced Power BI: Expert Data Analysis and Visualization
  (Udemy)   - July'25

LANGUAGES

English, Hindi, Gujarati

ONLINE PROFILES

in www.linkedin.com/in/deep-r-shah

github.com/deep4shah

PROFILE

Data science enthusiast with a solid foundation in **machine learning, deep learning, and predictive modeling.** Skilled in building and evaluating models across supervised, unsupervised, and neural network approaches. Proficient in **Python, Pandas, TensorFlow, and Keras** with a strong grasp of model performance evaluation using key metrics. Capable of applying data-driven approaches to develop accurate and scalable solutions.

DATA SCIENCE PROJECTS

Sales Forecasting
Linear Regression, Random Forest, XGBoost, LSTM, Pandas
Built ML models to predict item-wise demand across restaurants. Compared model performance using RMSE and selected the best for 1-year sales forecasting. Also implemented LSTM for deep learning-based comparison.

Historical Structures Classification
CNN, Transfer Learning, Keras, TensorFlow
Developed a CNN model to classify historical structures from images. Applied transfer learning for efficient training with limited data; evaluated performance using validation accuracy plots.

Walmart Sales Forecasting
XGBoost, LightGBM, Random Forest, SVR, LassoCV, Stacking, Neural Networks (Keras)
Developed an advanced sales forecasting model for Walmart using both machine learning and deep learning approaches. Implemented and compared multiple ML models including XGBoost, LightGBM, SVR, and a stacked ensemble. Additionally, built a deep neural network with regularization and early stopping. Selected the best-performing model based on RMSE and validation performance for final 1-year sales prediction.

PROFESSIONAL EXPERIENCE

Data Analyst (Sales & Replenishment)
MK Agrotech Pvt. Ltd.   (Apr '24 – May '25)

- Developed and implemented a replenishment system for stock management at the depot and distributor levels.
- Built a machine learning system to predict short-term product demand for optimized stock replenishment. Used historical sales, inventory levels, and promotional data to forecast daily demand.
- Analyzed inventory data to optimize stock levels and reduce shortages.
- Using machine learning, created route clusters and optimized the foot route that helped in efficient market coverage.
- Collaborated with supply chain and logistics teams to ensure timely and accurate stock replenishment.
- Created interactive Power BI dashboards to analyze sales performance, identify trends, and support strategic business decisions.
- Presented findings to senior management, contributing to strategic planning and goal setting.

- **MBA** (2019 – 2021)
  Sri Sathya Sai Institute of Higher Learning

- **M.E. (I C Engine & Automobiles)** (2017 – 2019)
  Silver Oak College of Engineering & Technology,
  Gujarat Technological University

- **B.E. (Automobiles)** (2012 – 2016)
  GIDC Degree Engineering College,
  Gujarat Technological University

ACHIEVEMENTS

- Gold Medalist in M.E.
- Gold Medalist in B.E.
- College CAD competition Winner

HOBBIES

- Write Blog related to Automobile Engineering.
- Sports enthusiast with interest in Badminton & Cricket.
- Passionate about music, skilled in playing harmonium & Violin.

Assistant Sales Manager
Waycool Foods and Products Pvt. Ltd. (Sept '21 – Mar '24)

- Driving the sales and distribution of Tata Consumers Products Ltd. for Waycool.
- Achieved the ever-highest revenue for TCPL with a growth of 62.8% over the previous financial year.
- Responsible for revenue target achievement, Inventory management, Supply chain, collection and achieving key distribution metrics.
- Worked on Beat Optimization Project for Waycool's Bangalore Distribution. Clustering & re-routing of 6300 outlets was done which drastically improved our distribution efficiency.
- Worked on a pilot cross-selling project for Waycool's brands to increase the distribution. A 10% increase in the number of penetrated outlets was achieved in a week's time within the targeted area.
- Responsible for brand pack data analysis and inventory management.

AREAS OF INTEREST

- Data Analysis
- Statistical Analysis & Hypothesis Testing
- Interactive Dashboards (Tableau, Power BI)
- Data Science
- Machine Learning
- Prompt Engineering
- Reinforcement Learning
- Process Optimization
- Artificial Intelligence & Generative AI
- Predictive Analysis
- Customer Behavior Analytics

ACADEMIC PROJECT

Study of consumer attitude towards electric two-wheelers and to generate inputs for strategy formulation *MBA Dissertation*

This project examines consumer attitudes toward electric two-wheelers, revealing that concerns like charging time, limited range, high cost, and poor infrastructure hinder adoption. Data also showed signs of cognitive dissonance, affecting buying decisions.

PUBLICATIONS

Paper: Review of Aerodynamic aids to reduce drag in trucks, 12th ICTEA, PDPU, Gandhinagar.