

# DHRUVIL GAJARIA

San Diego, CA

(858) 220-6030

[Portfolio Website](#) | [LinkedIn](#)

[gajariadhruvil@gmail.com](mailto:gajariadhruvil@gmail.com)

## EDUCATION

**Master of Science in Business Analytics**, University of California, San Diego 12/2024

Relevant courses: Web Mining & Recommender Systems, Business Intelligence Systems, SQL & ETL, Business Analytics Consulting, Customer Analytics

**MBA in Technology Management, BTech in Electronics and Telecommunication Engineering** 05/2022

Narsee Monjee Institute of Management Studies, Mumbai, India

## EXPERIENCE

**Teaching Assistant**, University of California, San Diego 09/2023 - Present

- Assessed grading and assessment for 90+ students in MGT 173: Project Management in Health Services at UC San Diego, ensuring accurate evaluation as measured by consistent student feedback
- Spearheaded development of 3 comprehensive dashboards for tracking academic performance, improving course efficiency and resource allocation, aligning with key data science and business analysis principles

**Associate - Commercial Analytics**, KMK Consulting, Remote 05/2022 - 07/2023

- Executed 3+ projects in commercial analytics and dynamic data visualization, attaining streamlined reporting and improved decision-making for major US pharmaceutical firms
- Led patient-level analysis for a leading pharma company worth \$5 billion, employing SQL to accomplish in-depth insights in compliance, persistency, and therapy trends in the Plaque Psoriasis and Dry Eye sectors
- Innovated in creation of a comprehensive Power BI dashboard for a \$800 million ophthalmology manufacturer, enabling real-time insightful market trend comparisons in Glaucoma and Dry Eye markets
- Transformed incentive calculation process for sales representatives leveraging Python automation, achieving a 25% reduction in processing time and enhancing operational efficiency

**Management Trainee - Real Estate Valuation**, KNAV, Remote 05/2021 - 09/2021

- Managed and executed 50+ US real estate appraisals across diverse property types ensuring accurate property valuation by employing advanced methodologies viz. sales comparison and income approach
- Conducted comprehensive performance, tax, market, and regional analyses, resulting in generation of data-driven appraisal reports thereby resulting in informed decision-making for 5+ clients

## SKILL & COMPETENCIES

- Data Analysis:** SQL, Python, R, Excel
- Data Visualization:** Power BI, Tableau, Alteryx
- Technical/Programming Languages:** C, C++, Java, HTML, CSS, JavaScript
- Analytical Thinking, Problem-Solving, Effective Communication, Team Collaboration, Attention to Detail

## PROJECTS

**Steam Video Game Reviews: Engagement & Duration Prediction System ([GitHub](#))**, UC San Diego 11/2023

- Developed a game play prediction model, achieving 92% accuracy in a balanced confusion matrix, using a TensorFlow-based Bayesian Personalized Ranking model with negative sampling
- Built a time-played prediction tool, attaining low Mean Squared Error of 0.35, through collaborative filtering techniques and bias calculations for Steam's game data

**Transformative ETL Analysis with Snowflake and Python Integration ([GitHub](#))**, UC San Diego 9/2023

- Integrated diverse data sets (CSV, XML, PostgreSQL) to analyze weather impact on purchase order discrepancies
- Implemented automated data staging and managed Snowflake warehouse operations, enhancing data processing efficiency through the development of complex SQL queries for analysis

## PROFESSIONAL AFFILIATIONS & LEADERSHIP

- Values & Behaviors: Peak Performance Award - KMK Consulting Inc, June 2023