GOPAL RAWAT

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EDUCATION

VELLORE INSTITUTE OF TECHNOLOGY — Bhopal, India
Computer Science Engineering — May 2022- Jun 2026
Specialization in Artificial Intelligence and Machine Learning
CGPA: 8.40
Relevant Coursework: Machine Learning, Deep Learning, NLP, Big Data Analytics, Data Visualization, Database Management Systems, Artificial Intelligence, Data Preprocessing, Product Management, Data Mining, Statistical and mathematical analysis

KENDRIYA VIDYALAYA — Dehradun, India
Class XII- CBSE — Apr 2019- May 2020
CGPA: 9.73

KENDRIYA VIDYALAYA — Uttarkashi, India
Class X- CBSE — Apr 2017- May 2018
CGPA: 9.05

SKILLS

Technical Skills: Python, SQL, C++, OOP, Pandas, NumPy, Scikit-Learn, Tableau, Excel, Matplotlib, Seaborn, Jupyter Notebook, Git, Prompt Engineering, Hadoop, Spark, Hive, Kafka, ETL, CI/CD (GitHub Actions)

Business & Analytical Tools: Financial & Operational Metrics (EBITDA, CAC, Accrual Revenue, Forecasting, Customer Retention), SDLC, Requirements Analysis, Data Warehousing, Agile (Scrum), JIRA, Statistical Analysis

Languages: English (Fluent), Hindi (Native)

WORK EXPERIENCE

Heritage Aviation Pvt. Ltd. | Internship — Dehradun, India
Data Analyst Intern — Sep 2024- Feb 2025

- Executed and optimized complex SQL queries against a 50 million row database to identify key passenger transit patterns, directly informing resource allocation strategies across 15 stations
- Engineered a data cleaning pipeline using Python (Pandas, NumPy), increasing data accuracy by 35% and enabling more reliable KPI tracking
- Built and deployed a Tableau dashboard identifying the top three causes of delays during peak hours; insights led to targeted interventions and improved customer satisfaction scores
- Presented actionable insights to senior leadership on operational bottlenecks; directly influenced the adoption of new check-in protocols across three locations

PROJECTS

Strategic Supplier Analysis - Retail Inventory & Sales | SQL, Python, Tableau | Link
Objective: Analyzed vendor efficiency and profitability to support strategic purchasing and inventory decisions

- Designed and optimized SQL ETL pipelines to aggregate multi-source data, leveraging CTEs and filtering techniques to significantly reduce query processing time on large datasets
- Performed advanced EDA and hypothesis testing in Python to evaluate vendor profitability, pricing strategies, and inventory turnover, uncovering $2.71M in unsold stock and high vendor dependency risks
- Developed interactive Tableau dashboards to visualize vendor performance, profit margins, and bulk purchasing impacts (72% cost reduction), delivering actionable insights for business decisions

Unlocking Hotel Bookings Data | Python, Excel, Tableau | Link
Objective: Optimize hotel revenue and reduce cancellations through data-driven insights

- Conducted advanced EDA in Python on hotel booking data, revealing a 37% cancellation rate and uncovering seasonal and pricing patterns affecting occupancy and revenue
- Formulated targeted pricing strategies and promotional campaigns, achieving a 15–20% potential reduction in cancellations and optimizing hotel revenue
- Crafted interactive dashboards using Python, Pandas, and Seaborn to visualize insights and support data-driven decisions for City and Resort Hotels

ACTIVITIES

- Led data wrangling efforts for predictive modeling projects and dashboard creation, enhancing skills in Python and SQL
- Interviewed 20+ product teams at T-Hub to explore data-driven product challenges; insights contributed to three prototype service offerings
- Captained the Youth Foundation football team for 6 regional tournament games, leading pre-game strategy sessions and fostering a collaborative environment, resulting in improved team morale
- Directed VIT Bhopal's annual college fest Advitya, orchestrating event logistics, leading a team of 30 volunteers, and fostering collaboration across five departments, resulting in seamless execution

CERTIFICATES

- Google Cloud Big Data and Machine Learning Fundamentals - Google | Certificate
- Applied Machine Learning in Python - University of Michigan | Certificate
- Introduction to Data Analytics - IBM | Certificate
- Oracle Cloud Infrastructure 2025 Certified Data Science Professional - Oracle | Certificate