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, CI/CD (GitHub Actions), Microsoft Access, Quality Control for Research Repositories

Research & Investigation Skills: Investigative Research, Policy & Regulatory Research, Open-source Intelligence (OSINT),
Stakeholder Mapping, Influence Network Analysis, Compliance & Public Records Research (IRS, FEC, lobbying disclosures)

Product Skills: User journey mapping, problem scoping, requirement writing (PRDs), metric selection, competitive benchmarking

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](#)