Maheeth Sathoor

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Education

Indian Institute of Technology, Guwahati   **2018 − 2022**
*Bachelor of Technology (B.Tech) in Biotechnology; **CGPA: 7.02***

Relevant Coursework

- Foundation of Data Science for Engineers
- Biological Data Analysis
- Introduction to Computing and Data Structures
- Multivariable calculus
- Linear Algebra
- Differential Equations
- Complex Analysis

Experience

EXL Analytics   **July 2022 − Present**
Consultant-2   *Gurgaon, India*

Optimal Price Prediction through Price Sensitivity Model for Refurbished Mobile Phones

- Performed demand forecasting, Pricing analytics, offer optimization, customer behavior analysis. Trained regression/classification models such as **XGboost, Random Forest and ANN (Deep learning) models** to predict demand by capturing both volume seasonality and elasticity to determine optimal offer price for used mobile phones for US Insurance major using **Python(Jupyter Notebook) with AWS SageMaker.**
- Utilized complex SQL queries to efficiently analyze vast datasets and derive **optimal pricing strategies for over 2.5 million devices**.
- Developed a automation tool of a centralized data repository for comprehensive analysis of used phone sales performance across multiple regions using **Python and SQL** which **reduced manual efforts by 80%** .
- Created statistical pricing models considering various data availability (Competitor data, Sales data, Demand-Supply data) to maximize margins. Developed **advanced SQL window functions (CTEs, Lag, Rank, etc.) within stored procedures** in TransSQL to automate report generation & created user-defined functions for outlier detection & sanity checks
- Collaborated with key business stakeholders across multiple functions to understand their analytical needs and develop solutions accordingly
- Identified flaws in process and implemented sanity checks to improve accuracy.
- Managed a team of 3 and handled project activities for US region.

Contact Center Work Request Forecasting

- Extracted, cleaned, validated, and stored data in a usable format to ensure high-quality input for analysis.
- Developed a hybrid **ARIMA-ARNN model** to forecast weekly work requests and handle complex data patterns.
- Built an Auto-Regressive Integrated Moving Average (ARIMA) model to capture linear components in the data.
- Modeled ARIMA residuals with an **Auto-Regressive Neural Network (ARNN) model** to capture linear and non-linear relationships, improving prediction accuracy.
- Developed and deployed a **Tableau dashboard** to analyze actual versus predicted values, yielding actionable insights and substantially enhancing forecasting accuracy, which optimized resource allocation and improved customer service.

Techinal skills, Certifications Achievements

- **The Genius Award** Recognized for exceptional performance during the fourth quarter of 2023.
- **The Pioneer Award** Recognized for exceptional performance during the Half yearly Awards of 2024.
- **Decision Science Certification from Great Learning** this program includes **Advanced Excel, Probability and Statistics, Python, SQL, Tableau, Supervised Learning, Ensemble Techniques, Unsupervised Learning, Deep Learning, Natural Language Processing, Time series analysis, Featurization, Model selection and Data Analytics using SAS** as the course work.