



# MANISH MALTARE

## DATA SCIENCE INTERN @ AI VARIENT

### CERTIFICATIONS & TRAINING

#### Data Science Certification – ExcelR

Jan 2025 – Jul 2025

#### Data Science Internship – AI Varient

Jun 2025 – Ongoing

### WORK EXPERIENCE

#### E.A. to the Vice President (Sales & Marketing)

Paranjape Schemes Construction Limited, Pune | Apr 2022 - Dec 2024

- Prepared strategic sales insights through weekly & monthly performance dashboards.
- Conducted research and analysis of market trends, customer behavior & walk-in funnel metrics.
- Improved internal workflows for channel partner invoicing and compliance validation.
- Coordinated cross-functional activities between sales, CRM, and finance teams.
- Supported leadership decision-making by presenting structured reports and recommendations.

#### Relationship Manager - Business Loan (DSA)

ICICI BANK, Indore | Nov 2021 - Mar 2022

- Activated and managed new and existing DSAs.
- Coordinated end-to-end business loan case processing and disbursements.

#### Freelancer - Architect

Bhopal | May 2017 – June 2019

- Designed and managed residential construction projects.
- Coordinated with contractors and clients for project execution.
- Worked with Revit and STAAD Pro.

### PREVIOUS SCHOOLS

#### RICS School of Built Environment, Mumbai

Masters of Business Administration | Jul 2019 - Apr 2021

#### MBA in Real Estate & Urban Infrastructure Management

- Conducted a Transit-Oriented Development valuation study for urban mobility improvement in Bhopal.
- Performed Highest & Best Use (HBU) land feasibility analysis for a 12-acre parcel in Panvel, supporting strategic development recommendations.
- Published research on smart water management using IoT-based fog harvesting in hilly terrains (Dehradun case study).

#### PIADS, Nagpur

Bachelor of Architecture | Aug 2011 - Apr 2017

### CAREER SUMMARY

Analytical and solutions-focused professional with experience in real estate sales operations, strategic coordination, business loan processing, and project execution. Currently transitioning into Data Science, bringing strong capabilities in research, market analysis, data-driven problem-solving, and cross-functional collaboration. Skilled in designing structured workflows, enhancing operational efficiency, and supporting strategic decision-making. Seeking opportunities as a **Data Scientist, Data Analyst, Business Analyst, R&D & Business Strategy**

### CORE COMPETENCIES

- Business Strategy & Market Research
- Data-Driven Problem Solving
- Cross-functional Coordination & Stakeholder/Client Management
- Data Interpretation & Decision Support
- MIS Reporting & Dashboard Development (Daily/Weekly/Monthly/Yearly)
- Excel (Advanced), Power BI, Python, SQL
- ERP/CRM Operations & Workflow Optimization
- Due Diligence & Compliance Reporting
- Strong Communication & Presentation Skills

### HOW TO CONTACT ME

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### WORK REFERENCES

#### Vishnu Nair

Associate Counsellor, CII IGBC

Email: nairvis32@gmail.com

#### Parag Kulkarni

Assistant Manager-Sourcing, Kolte-Patil