MANISH MALTARE

DATA SCIENCE INTERN
@ AI VARIENT

in www.linkedin.com/in/manishmaltare

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

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

DIGITAL PORTFOLIO LINK

https://portfolio---resume---manish-maltare-noxmnpxmmc8ftru3plzxuj.streamlit.app

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

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

INTERNSHIP PROJECTS

1. Solar Panel Regression Model

- **Objective**

To predict solar power output using environmental data and to find the optimal approach for handling outliers.

- **Tools Used**

Machine Learning: Gradient Boosting (final model), Standard/Robust Scaling. Deployment: Python, scikit-learn, Streamlit.

- **Business Need**

Accurate power generation forecasting is critical for grid optimization, balancing, and efficient renewable energy planning.

- **How it was Solved**

Addressed 1,243 outliers by testing and selecting a combined Robust + Standard scaling approach. Tuned a Gradient Boosting model to achieve high performance ($R^2 = 0.961$).

- **Conclusion / Business Impact**

Developed a model that enables accurate 15–30 minute forecasts for energy management. Confirmed Distance-to-solar-noon and Humidity as the primary predictive factors for power generation.

2. NLP - Sentiment Analysis

- **Objective**

To build an optimal classifier for Positive/Negative/Neutral sentiment analysis of customer product reviews.

- **Tools Used**

Optimal Model: SVC. Compared Against: KNN, Naive Bayes, Random Forest, Decision Tree. Deployment: Streamlit.

- **Business Need**

To automatically analyze large volumes of a reputed brand's mobile customer feedback and instantly determine customer attitude toward the product.

- **How it was Solved**

Conducted comparative evaluation of five models. SVC was chosen as the optimal classifier due to superior performance metrics in the Classification Report and Confusion Matrix. Preprocessing included Hinglish Mapping to handle mixed-language text.

- **Conclusion / Business Impact**

Successfully deployed an app that provides immediate, automated sentiment classification with high confidence, enabling the business to monitor brand reputation and customer perception efficiently.

3. Logistic Regression - Titanic Survival Prediction

- **Objective**

To implement and deploy a Logistic Regression model (to predict survival based on the Titanic dataset).

- **Tools Used**

Classification Model: Logistic Regression. Deployment: Python, scikit-learn, Streamlit.

- **Business Need**

Academic/Skill Demonstration—To demonstrate an end-to-end process of building and deploying a binary classification predictive model for a real-world problem (survival prediction).

- **How it was Solved**

Performed data loading and Feature Extraction, and handled significant missing data in features like Age and Cabin. Manual scaling and encoding were performed to overcome deployment challenges.

- **Conclusion / Business Impact**

Demonstrated proficiency in building and deploying a classification model from scratch. Successfully deployed the model on Streamlit, making the prediction tool accessible via a web application.

PERSONAL PROJECT

1. ML Insights into GDP Drivers

- **Objective**

To use Machine Learning to identify the key economic factors influencing GDP across four post-1940s nations (India, China, Israel, S. Korea).

- **Tools Used**

Machine Learning Models: Ridge, LASSO, Elastic Net, Decision Tree, KNN, SVR.

- **Business Need**

To gain data-driven insights into how various historical and economic variables impact long-term national GDP growth and to draw lessons from diverse nation-building journeys.

- **How it was Solved**

Employed an 8-step ML methodology, focusing on Feature Importance analysis using various regression and tree-based models. Successfully mitigated high multicollinearity among variables by leveraging regularization techniques (LASSO/Ridge) for robust feature selection and to stabilize the model coefficients. Final feature ranking across nations was achieved through Comparative Analysis.

- **Conclusion / Business Impact**

Provided highly accurate insights into the relative significance of GDP drivers. Identified Trade (Exports/Imports) and Defense Investment as universally dominant drivers.