# Nishant Moona

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## SKILLS

- **Technical Skills:** Python, Tableau, Power BI, SQL, R Studio, SAP S/4 HANA, SAP ABAP, SAP Process Scheduling, Alteryx, HTML, CSS, Microsoft Office (Word, Excel, PowerPoint), Microsoft Power Platform.
- **Soft Skills**: Data Analysis, Business Strategy, Stakeholder Management, Communication and Presentation, Project Management, Problem Solving, Team Collaboration, Leadership.
- **Certificates:** Google Data Analytics Specialization, Introduction to Generative AI, Introduction to Large Language Models, Introduction to Responsible AI, Bloomberg Market Concepts, Bloomberg Finance Fundamentals, Bloomberg ESG, Fundamentals of Digital Marketing, Design Thinking, Tableau Certified, SQL Certified.

## CAREER EXPERIENCE

**Business Development Manager, Print-O-Fast, Bareilly (India)**　　　　　　　　**October 2019 – August 2023**
**(Regional printing company serving corporate and individual clients)**

- Led a team of 40+ employees, improving operational efficiency through data analysis and business insights, leading to a 40% revenue increase.
- Developed data-driven sales strategies and market analysis reports, identifying key growth opportunities and customer trends, increasing new business by 20%.
- Implemented Six Sigma quality assurance principles and digital marketing strategies to streamline processes and secure international clients, contributing to a 30% increase in customer retention.
- Negotiated longer payment terms with suppliers (NT30 to NT45) and shorter payment terms with clients, by engaging in strategic negotiations, and optimizing short-term cash flow for investments.
- Enhanced productivity and work culture through team building and wellness programs, leading to a 30% increase in retention rate.

**Technical Consultant (SAP), TATA Consultancy Services, Bengaluru (India)**　　　　**June 2016 – August 2019**

- Analyzed business requirements and designed tailored SAP ABAP solutions that enhanced system performance and customer satisfaction.
- Actively participated in Agile and Waterfall projects, implementing automated test scripts and increasing system reliability through continuous integration and testing.
- Mapped existing processes and proposed optimization strategies to enhance operational efficiency, delivering improved workflows and user experiences.
- Created detailed process maps and technical specifications, facilitating a shared understanding among business users and technical teams to support system improvements.
- Built strong client relationships by providing regular updates on project progress and customized solutions, leading to successful project outcomes and repeat business.
- Trained and mentored junior consultants, helping them onboard and adapt to client needs while maintaining high team performance.

## EDUCATION

**Master's in Business Analytics (Grade 2.1)** - UCD Smurfit Graduate Business School, Ireland　　**2023-2024**
- Global Leadership Program Award: Recognized for leadership.
- UCD Advantage Award: Recognised to drive cross-cultural collaboration and positive campus initiatives.

**Bachelor's in Mechanical Engineering (CGPA: 8.03/10 – First Class Honors)** - RGPV University, India　**2011-2015**
- Ranked 1st in class and achieved several scholarships for academic excellence.
- Published four research papers in International Journals and National Conferences.

# PROJECTS

Implemented various machine learning models including exploratory data analysis, feature engineering, feature selection, and hyperparameter tuning such as:

- **Renewable Energy Forecasting in the Spanish Market:** Developed energy forecasting models using XGBoost and Logistic Regression to predict renewable energy outputs, improving forecast accuracy for market insights.
- **Wine Quality Prediction:** Built predictive models using Random Forest and Support Vector Classifier (SVC) to evaluate wine quality, aiding quality assurance processes in the wine industry.
- **House Price Prediction:** Designed regression models (Lasso, Ridge, Elastic Net) to estimate property prices based on key market features, providing insights into real estate valuation.
- **Stock Market Prediction:** Predicted stock prices of Apple and S&P 500 using Random Forest for Machine Learning and Stacked (LSTM) for Deep Learning, enabling high-accuracy trend forecasting.
- **Customer Segmentation for an Insurance Company:** Conducted customer segmentation using advanced models (MLP, XGBoost, LightGBM) to identify key client clusters for targeted marketing and enhanced retention strategies.
- **Superconductivity Analysis:** Analyzed material properties influencing superconductivity using Logistic Regression, SVC, and MLP, contributing to advanced material design insights.
- **Energy Imports Forecasting:** Forecasted net energy imports relative to total renewable energy production for the next decade, enabling strategic energy policy planning.
- **Bank Customer Churn Analysis:** Built a predictive model with Artificial Neural Networks (ANN) to analyze customer churn patterns, assisting in the development of proactive retention strategies.
- **Clothing and Beauty Product Classification:** Developed a Convolutional Neural Network (CNN) model to classify clothing and beauty products, optimizing its performance using Keras Tuner for hyperparameter tuning.