

# Pranav Srinivas Nagavelli

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## EDUCATION

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- **University of Minnesota, Carlson School of Management** Minneapolis, MN  
*Candidate for Master of Science in Business Analytics* June 2018 - May 2019  
  
**Most Relevant Coursework:** *Data Management, Databases, & Data Warehousing \* Big Data Analytics \* Programming for Data Science \* Introduction to Statistics for Data Scientists \* Predictive Analytics \* Causal Inference \* Bayesian Inference & Optimization \* Time Series Forecasting \* Recommender Systems \* Project Management \* Building & Managing Teams*
- **Birla Institute of Technology and Science** Pilani, India  
*Bachelor of Engineering in Civil* Aug 2009 - May 2013

## SKILLS

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- **Programming:** 3.5+ years of experience: Python (pandas, numpy, scikit-learn, keras), R (dplyr), SQL
- **Visualization:** 3+ years of experience: R (ggplot), Tableau, Python (matplotlib, seaborn), Google Data Studio, Excel
- **Others:** AWS, Hadoop (Hive, MapReduce, Pig), Apache Spark, Google Analytics, CPLEX, Git, NOSQL

## EXPERIENCE

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- Data Science Intern | Carlson Analytics Lab | Minneapolis, MN Aug 2018 - May 2019
- **Client: Global Leader in Hygiene:** Technical lead to implement predictive capabilities across different business segments to improve service engagement at restaurant locations
    - Predicted pest attack for next month at 70K restaurant locations with 400% better recall using Random Forest in Python; Analyzed top factors causing pest infestation to take corrective measures from service front
  - **Client: Leading Entertainment and Hospitality company:** Forecasted the hotel occupancy demand for the next 12 months using XGBoost in Python to devise better allocation strategy for the hotel sales team
  - **Client: Mall of America, MN:** Recommended up-sell and cross-sell opportunities for merchandise stores by executing association rules in R to improve profitability
- Senior Data Analyst | **SARAS ANALYTICS** | Hyderabad, India Jan 2018 - May 2018  
*Client: Capillary Technologies, Singapore*
- Led a team of 4 to drive client engagement for 20+ retail clients to report customer engagement on daily basis
  - Built a multi-class classification model in Python to predict the type of new customer; reported the key factors leading to a customer churn for marketing team to improve their promotional strategy
  - Analyzed sales funnel on Google Analytics to boost conversion rates for e-commerce companies through product development and A/B testing
- Associate Analytics Consultant | **INCENTIUS** | Pune, India July 2014 - Oct 2016
- Developed APIs to score predictive models using FLASK framework leveraging Python; achieved increased adoption of predictive analysis and easier deployment of models across teams
  - Implemented sales quota models by partnering with the leadership, to improve goal achievement of sales representatives across territories; optimized sales budget resulting in savings of \$240K for a year
  - Conducted cost-benefit analysis to identify effective campaigns; created automated dashboards to present business insights using Excel and Tableau
- Business Analyst | **LATENTVIEW ANALYTICS** | Chennai, India Aug 2013 - June 2014  
*Client: PayPal, USA*
- Identified characteristics of risky buyer profiles for e-commerce marketplace using K-means clustering to improve KYC measures
  - Reported the top affected sellers by chargebacks in EMEA market and worked with management to retain sellers
  - Automated and optimized query execution in SQL Server, and reduced reporting turnover time by 30%

## DATA SCIENCE PROJECTS

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- **Recommenders:** Developed pipeline to create collaborative-based recommender on movies lens data using AWS
- **Causal Inference:** Studied impact of working overtime on employee attrition through Propensity Score Matching