### Pawan Rawat

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**CAREER OBJECTIVE**

To obtain a challenging analytics position where I can bring my strong analytical skills, technical skills and expertise to the forefront to drive business decisions.

**SYNOPSIS**

* B.Com from **Moti Lal Nehru College, Delhi University** (2008-2011), with **7.6 years** of overall experience in **Finance & Accounting Analysis (Account Receivables, Suppliers/ Accounts Payable, Helpdesk and FP&A)**
* **Data Analyst with hands-on experience** in Crunching Numbers, Performing Analysis – Forecast/Target v/s Actual on Spreadsheets and Showcasing Operational and Contractual Performance to Client and Leadership in Power-point Presentations and Tableau Dashboards.
* Involved in various **US transitions and Blueprinting Projects**. Have US **B1/B2** visa.
* Got selected in Genpact Machine Learning Incubator program in 2017 and since then working with sales/Digital team on analytics POV and POC around the problem statements.
* Certification in **Data Science using R and Python.**
* Pursuing PGDM in **Applied Statistics** from IGNOU.
* Well versed with Multivariate Analysis Techniques using python and R (Linear & Logistic Regression, Factor Analysis, Cluster Analysis, Decision Trees, Boosting, Random Forest, KNN and NLP/Text Mining).
* Actively participate in **Data Science Hackathons**, Few online projects are uploaded in my GitHub profile: <https://github.com/pawanrawat1990>

**KEY SKILLS**

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| **SOFTWARE TOOLS PACKAGES** | **ANALYSIS TECHNIQUES** | **OTHER SKILLS** |
| **Programming in R/Python, SAS (PROC SQL, PROC REG)** Microsoft Office (Excel, PowerPoint, Word) | Linear & Logistic Regression, Factor Analysis, Decision Trees, Ensemble Learning, Cluster Analysis , Stacking and NLP | Analytical Thinking & Planning, Problem Analysis, Quantitative skills, Time Management, Reporting, Documentation and Specification, Interpersonal Communication |

**WORK EXPERIENCE**

**GENPACT INDIA**

**ROLES & RESPONSIBILITIES – ASSISTANT MANAGER March 2017– Till now**

* Work as Analytics SME with Sales/Digital team to assess the capability/feasibility of analytics around the problem statements.
* Work with Tableau and Power BI analyst to standardize and automate executive level dashboards for several clients.
* Primary resource for creating price validation model (Validate difference in customer and company prices) in the pricing dispute process under Accounts Receivables, Using R/Python.

**GENPACT INDIA**

**ROLES & RESPONSIBILITIES – ASSOCIATE TO MANAGEMENT TRAINEE Dec 2011 – Mar 2017**

* Member of Consulting Operations team, working in the capacity of team lead and leading a team of 10 (Associate, Senior Associate and Management Trainee )
* Leading projects by understanding client requirements, project goals and timing through discussions with Stakeholders. Designing Project Proposals having details like project timelines, deliverables and methodologies and budgeting.
* Interface and engage with client facing consultants to establish scope of a project and develop project plans relevant enough to manage stakeholder expectations.
* Plan and execute projects of various magnitudes including data collection, data processing, proposal writing, secondary research, questionnaire designing.
* Onsite travel for planning and execution of projects of various magnitude including process understanding, data collection, L3 and L4 level research.
* Handling large amount of data in Excel (Pivot, Lookups etc).
* Analyzing raw data, drawing conclusion/Insight & developing recommendations.
* Generating process and team specific MIS, leading project calls and thus act as an immediate backup for the team manager.
* Taking knowledge share sessions and domain specific internal trainings for the new joinee and intern.

**ACADEMIC CREDENTIAL**

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| **QUALIFICATIONS** | **INSTITUTE** | **YEAR** | **DIVISION** |
| 10th | CBSE | 2006 | First |
| 12th | CBSE | 2008 | First |
| B.com | Moti Lal Nehru College - Delhi University | 2011 | Second |
| PGDM - Applied Statistics | Indira Gandhi National Open University (IGNOU) | Pursuing | NA |
| Data Science with Python and R | AnalytixLabs and Edvancer Eduvantures | Certification Awaited | NA |

**TRAININGS**

**Certification Course on Data Science using SAS and R**

Proficient in Python, R Programming and MS Excel. LeveragingPython and R statistical tools for data management, exploratory analysis and data visualization. Business Analytical Techniques - Segmentation (RFM, K-means clustering), Regression analysis, Classification, Decision Trees, Random Forest, Boosting and NLP.

**Projects Undertaken:**

1. **KPIs for Credit Card Spends**

Determine key drivers towards credit card spends and prioritize these drivers as KPIs for revenue generation. Used linear regression modelling in R to determine relative sensitivity of these KPIs.

1. **Proactive Attrition Management**

Developed a predictive churn model and incentive plan in R for a telecom company with 70k customer records and 75 potential predictors in the database, using logistic regression model.

1. **Credit Card Segmentation**

Customer segments based on their spending patterns. Using cluster analysis in R.

1. **Time Series Forecasting**

Sales Forecast of UK based client in R and Excel.

1. **Open Source Projects (Analytics Vidhya and Machine Hack)**

Big Mart Sales (Regression), Loan Default (Classification) and Used cars sales prediction (Regression)

**ACHIEVEMENTS**

* Selected in Genpact Machine learning Incubator program in 2017 which helped me to move into data science.
* Submitted the project to the clients which later on become one of the critical operation process to control the pricing disputes between customer, sales and third parties.
* Received a special bonus from client in 2016 and 2017.
* Received awards in yoga and solo dance competitions in school and college.

**PERSONAL DETAILS**

**DATE OF BIRTH**: 12th Nov 1990

**FATHER NAME:** K.S.RAWAT

**HOBBIES:** Dancing, Traveling & Cricket

**GENDER:** Male