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**RITESH** **NAIK (B.E)**

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| **Professional Summary**  Motivated data scientist with 8+ years of experience in product & sales. Passionate about building models that fix problems. Relevant skills include machine learning, problem solving, programming, and creative thinking        **Work History**  **Program Manager**, 10/2022 to Current  **PeopleLogic Business Solutions Pvt Ltd - Bengaluru, India**   * *Data Extraction & Analysis: Developed a web scraping tool to extract job data, saving $6,000 annually.* * *Data-Driven Insights: Provided actionable insights for a monthly newsletter and supported business development, increasing onboarding by 50%.* * *Team Leadership: Led a cross-functional team of four in marketing and IT to achieve project goals.* * *CRM Optimization: Implemented CRM solutions, enhancing customer relationship management with data-driven strategies.* * *Analytics Management: Managed data reporting and analytics, driving informed decision-making and process improvements.*   **Business Development Specialist**, 11/2020 to 09/2022  **Open Financial Technologies - Bengaluru, KA**   * *Optimized onboarding and increased completion rates using data insights for high-potential companies.* * *Cross-sold products, tracked leads, and followed up based on data-driven actions.* * *Analyzed customer feedback and provided insights to the product team.*   **Asst Manager - Incubation**, 08/2019 to 04/2020  **Jain University Incubation Centre - Bengaluru, KA**   * *Launched fintech and retail-tech accelerator programs with Startupréseau and GVA-Russia.* * *Built partnerships with mentors, tech partners, and ecosystem players.* * *Attracted startups via targeted facebook campaigns*   **Co-Founder**, 02/2018 to 06/2019  **PocketTrucks Services Pvt Ltd - Bengaluru, KA**   * *Led daily operations, aligning business objectives with data-driven strategies.* * *Secured ₹10 lakh in fundraising to support product development.* * *Developed an MVP for real-time truck reservations.* * *Onboarded 190+ drivers within 2 months using various strategies*   **Procurement Engineer**, 07/2016 to 01/2018  **LKQ India Pvt Ltd - Bengaluru, KA**   * *Optimized LKQ's bidding system using data analysis, achieving accurate price valuations and daily targets.* * *Supported process improvement by providing data-driven feedback for tool development.*   **Graduate Apprentice Trainee**, 12/2014 to 11/2015  **Volvo Buses India Pvt Ltd - Bengaluru, KA**   * *Led a team of 6 to develop and assemble prototype buses, delivering a proto bus for BMTC within the set timeframe* |  | **Contact**  **Address :** India **Address :** India  **Phone :** +91-9743952256  **Email :** riteshnaik77@gmail.com        **Websites, Portfolios, Profiles**   * https://www.linkedin.com/in/ritesh-naik/ * https://www.yantra-learning.com * https://github.com/riteshnaik77         **Skills**   * Python * SQL * Power BI * TensorFlow * Flask * Visualization * NLP * Generative AI * Machine Learning * Pandas * Deep Learning * Heroku * Git * Streamlit * Problem-solving * Langchain         **Education**  Bachelor of Engineering, 07/2014  **Visvesvaraya Technological University**        **Internship**  iNeuron.ai, Built salary prediction model & hosted on heroku platform, http://ineuron-salary-pred.herokuapp.com/        **Languages**  English:  Hindi:  Kannada:        **Projects**   * https://github.com/riteshnaik77?tab=repositories |

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