

SAMEER BELOSHE

sbeloshe@mail.yu.edu ♦ (551)-375-6521 ♦ New York, NY (Open to Relocate)
<https://linkedin.com/in/sameerbeloshe> ♦ <https://sameerbeloshe.github.io/portfolio>

WORK EXPERIENCE

State Bank of India (**Finance**)

Technical lead

Mumbai, INDIA

Jan 2020 - Jul 2023

Directed data-driven decision-making efforts and process improvements, resulting in actionable insights that spurred revenue growth and efficiency gains.

- Managed and led the 6-person team in implementing over **150 projects using Agile Methodology** and monitored the project lifecycle, vendor management and internal change management.
- Spearheaded ongoing reporting and analysis of business metrics, collaborating closely with the MD of State Bank of India to inform regional business, and marketing decisions, **driving data-driven decision-making**.
- Collected information from database and used **Power BI** to generate dashboards and reports to visualize data saving **20 hours** each week.
- Conducted deep-dive data analyses to understand growth trends and business performance, contributing to a **10%** increase in revenue.
- Documented data requirements and strategies, ensuring compliance with SDLC practices and deploying code, resulting in a substantial **30%** reduction in data-related errors and discrepancies.

Enhanced financial analysis and reporting efficiency, improving forecasting accuracy, streamlining processes, enhancing data accuracy, and reducing operating costs through collaborative data-driven insights.

- Analyzed financial data to identify trends, variances, and key drivers, leading to a **15%** increase in quarterly revenue forecasting accuracy.
- Implemented data models in **MySQL**, optimizing financial reporting processes and reducing report generation time.
- Utilized SQL and Python to extract, clean, and manipulate large datasets, improving key metrics by **20%**.
- Streamlined financial data visualization for SBI's CBS app by creating scorecards and dashboards using Power BI; conducted in-depth historical KPI analysis utilizing **VLOOKUPS and Pivot charts** to optimize performance.

Lenskart.com (**Marketing**)

Software Engineer

Mumbai, INDIA

Jan 2017 - Jun 2019

Implemented data-driven strategies, leading to significant revenue boosts, increased customer satisfaction, higher sales, lower costs, and more precise performance benchmarks.

- Analyzed market data to identify emerging industry trends and directed a data-driven approach to launch a new product using **A/B testing**, contributing to a significant **\$5 million** revenue boost in its debut year.
- Led a cross-functional team of 5 members to develop and implement a new customer relationship management (CRM) system, increasing customer satisfaction and a **\$800K** increase in sales.
- Processed financial data and predicted inventory management to identify a **15%** increase in sales of sunglasses during the summer months.
- Established performance benchmarks that were **20%** more accurate than the previous year.

EDUCATION

Master of Data Analytics and Visualization, Yeshiva University, GPA (3.7)

Expected Dec 2024

M.B.A. in Finance, Mumbai University, GPA (4.0)

Aug 2015 - May 2017

B.E. Electronics, Mumbai University, GPA (4.0)

Aug 2010 - May 2014

SKILLS

Databases & Programming: MySQL | PostgreSQL | R | Python (NumPy, Pandas, Seaborn, Matplotlib).

Data Analysis & Visualization: Data Warehousing | Data Modeling | Power BI | Tableau | Microsoft Excel.

ETL/Big Data/Methodologies: Extract-Transform-Load | Apache Spark | Agile Methodologies | Jira.

Strategy Frameworks: Blue Ocean Strategy | Balance Scorecard | Data Governance | OKR's | Strategy Maps.

CERTIFICATIONS

- **AWS Certified** Cloud Practitioner (CLF 02)
- Advanced certification in Data Science - International Institute of Information Technology.