

# SAYALI DHAVALÉ

5001 H Westland Blvd, Arbutus, MD 21227 | +1(913)405-3310 | [sayalisdhvale@gmail.com](mailto:sayalisdhvale@gmail.com)

## EDUCATION

M.S. Information Studies, University of Maryland, Baltimore County (UMBC)  
GPA: 4.0/4.0

Expected Graduation: May 2024

B.Tech. Computer Engineering, Vishwakarma Institute of Information Technology (VIIT)  
GPA: 3.9/4.0

May 2021

## SKILLS

Operating Systems:	Microsoft Windows, MAC OS, Linux
Programming:	Java, Python, C++, Html, CSS
Database Management:	MySQL, Big Query, Oracle DBMS
Analytics:	Pattern Recognition, Competitive Analysis, Quality Analysis, Quality Check
Microsoft Suite:	Excel, Word, PowerPoint, Outlook
Virtual/Cloud:	Google Drive, OneDrive, SharePoint
Visualization and Analytical Tools:	Data Studio, MS Power BI, Tableau, Google Analytics, Branch, Lead Square

## WORK EXPERIENCE

**Senior Data Analyst, Dentsu Aegis Network, Pune, India**

February 2021 - May 2022

- Used statistical analysis and data mining techniques in BigQuery to derive actionable insights that increased client growth 60%
- Developed automated KPI reports in Power BI for smooth bi-weekly, monthly, quarterly analysis.
- Identified and recommended impactful process improvements by analyzing cross-functional/platform datasets.
- Applied both quantitative and qualitative analysis to interpret complex advertising data into clear summaries and visually compelling reports for executive stakeholders.
- Recognized as "Rockstar of the Month" for leveraging data to unlock growth opportunities

**Data Strategist, Grihnee, Pune, India.**

August 2018 - February 2021

- Leveraged Python to build predictive models uncovering customer purchase patterns and informed growth strategies.
- Designed inventory planning models reducing stock-outs by 20%. Implemented dashboards tracking KPIs.
- Automated financial reporting in Excel using macros and pivot tables to support analysis.
- Collaborated with the team to identify and implement data systems enhancing overall operational efficiency.

**Business Intelligence Intern, Wika Instruments India Pvt Ltd, Pune, India**

May 2019 - June 2019

- Built end-to-end "Lead Capture" system optimizing sales inquiry routing. Assisted teams with data projects.
- Gained exposure to ERP systems and hands-on experience with data analysis and visualization tools.

## PROJECTS

**Sales Forecasting**

Advance Artificial Intelligence Project

- Participated in the Kaggle competition "Store sales - time series forecasting" to enhance short-term sales predictions for a major grocery retailer, Favorita, in Ecuador, achieving a competitive rank of 37 out of 750. E
- Employed diverse models including ARIMA, LSTM, and LightGBM, showcasing proficiency in machine learning techniques for time series forecasting.
- Successfully addressed challenges in model evaluation metrics and deployment issues, demonstrating adaptability and problem-solving skills in a competitive data science environment.

**Air Quality Analysis.**

Data Science and Statistics Project

- Spearheaded a multidisciplinary environmental modeling project, utilizing Python and data science tools, to assess the health impacts of air pollution in Los Angeles.
- Developed interactive visualizations and sensitivity analyses for pollution sources, demonstrating expertise in matplotlib and interactive widgets.

**Product Recommendation System**

Data Science Project

- Undertaken to suggest the products to the customers.
- The idea was to garner incremental revenue for the businesses. Based on earlier purchases we can recommend products to the customers.
- Apriori algorithm was used to do the same.

#### *Online Restaurant Management System*

Database Project

- Designed an online food ordering system.
- Tasks like database design, insertion of sample data, and implementation of various features with the help of various Oracle PL/SQL procedures, functions, and triggers.

#### *Diabetes Type and Treatment Prediction*

Data Science Project

- Prediction was done with the help of Ayurvedic Literature.
- The dataset is created with the help of Charak Samhita, Nidana Stana and Chikista Stana chapters having the major 3 types of diabetes and subtypes along with symptoms and treatment shloka.
- Random Forest Algorithm was used to build the model.

#### *IPL (Indian Premiere League) Win Prediction*

Data Science Project

- Main goal of the project was to predict the win of an IPL Team with the help of historical data of the Matches, Teams, Players etc.
- Along with that the effect of toss-winning on the team to win was analyzed.

## **RESEARCH**

#### *Machine Learning in Digital Marketing*

December 2022

- Researched and analyzed to achieve business growth and development how organizations can incorporate machine learning for digital marketing rather than traditional methods.
- Presented there are real life case studies which proves that Machine Learning for Marketing has done nothing but improve the performance of organization in terms of overall growth especially in helping with precise decision making.

#### *Competitive Strategy: Analysis of Zomato's IPO Success*

October 2022

- Evaluated components of the Porter's Competitive Forces and Porters Value Chain model.
- This was continued with Zomato's impact in the market with some detailed insights and recommendations as per individual perspective

#### *B2G Learning Centers: Inclusion, Identity and Belonging*

January 2023

- Designing the Technical and Entrepreneurial curriculum for women belonging to marginal communities in order to promote #WomeninTech and further improve the inclusion eventually reducing discrimination.