Paritosh Kalla

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OBJECTIVE: To secure Full-Time position in the field of Business Analytics and Data Science.

EDUCATION:
University of South Florida, Tampa, FL.

Master of Science in Management Information Systems	**Expected Graduation: Dec 2019**

University of Mumbai, India

Master's in Management Studies, Marketing	**May 2009**

University of Rajasthan, India

Bachelor of Engineering, Electronics and Communications	**July 2007**

RELEVANT COURSEWORK:

Data Science Programming	Data Mining	Data Visualization for Storytelling

SKILLS:
Core skills: R, Python
Databases: MySQL
Tools: Tableau, MS Office
Others: SAS
Libraries used – Numpy, Pandas, Scikit Learn, Keras, Prophet

CERTIFICATION –
1. SAS Certified Base Programmer
2. Tableau for Beginners – QA Certification
3. Complete Python Bootcamp
4. Machine Learning A-Z using R and Python

RELEVANT PROJECT –

Data Analytics Project – The project involved using R language to calculate the effects of various factors on customer lifetime value for Auto insurance company. In this project I have used Ordinary Least Square Regression model and Logarithmic Regression model to calculate the effects of income, insurance coverage, vehicle class, vehicle size, Total Claim value etc. on Customer Lifetime Value.

APTOS Blindness Detection – Used Convolutional Neural Networks to detect if a person would suffer from Diabetic Retinopathy (DR), a leading cause for blindness in working aged adults, the project involved classifying retinal images from 0-4 where 0 indicated no DR and 4 indicated proliferative DR.

EXPERIENCE:
Intern, Synechron, Charlotte   **May 2019 – July 2019**

- Studied Machine Learning techniques using R and Python
- Worked on Forex products to predict the volume and amount for different currency pairs
- Using Time Series Analysis for creating forecasting models
- Utilizing Anaconda Spyder IDE for writing code in Python 3
- Data Preprocessing using Python 3
- Created Deep Learning model using Keras, predictive model for volume and amount

Graduate Instructional Assistant, University of South Florida, Tampa   August 2018 – May 2019

- Worked as a Teaching Assistant for CGS2100 (Computers in Business)
- Solving undergraduate student's queries in class and online queries related to Tableau and MS Office
- Supporting students with a simulation project on running a Cafe through Bizcafe
- Helping student prepare a business plan for the Cafe.

Area Sales Manager, Gurusons Communications Pvt. Ltd., India   **September 2013 – April 2018**

- Business development of Enterprise solutions
- Gather data and analyze using excel of existing and new customers for the entire region
- Designing business plan based on data analysis and giving presentation to the management
- Team handling and training them on products
- Helping Government organization to prepare RFPs
- Interact with the OEMs for updates on new products
- Achieved a revenue of 200% of team target for 2 years in a row
- Keep track of competitor product and marketing techniques

Assistant Manager, Business Development, NIIT Ltd., India   **March 2010 – August 2013**

- Sales and Marketing of e-learning solutions to chain of high schools
- Planning marketing events, demonstrations and customer survey to gather data
- Based on the data collected, analyze and prepare a business plan for weeks/months/year
- Team handling and mentoring of new sales team
- Interact with the product team for sharing customer feedback collected from survey
- Achievement of 100% individual revenue target for 4 times

Business Development Executive, Future Education Pvt. Ltd., India   **January 2009 - March 2010**

- Data collection and cleaning from a list of working professionals
- Plan marketing campaigns to promote distance learning Post-graduate courses
- Enrolling students for master's courses and guide them through the completion
- Conducting events and presentations in corporate offices to showcase the features and benefits of online courses
- Based on the data collected through corporate presentation and marketing campaigns prepare a business plan for the management
- Maintained an average of 85% of student enrollment on monthly basis