

SHAILESH PATEL

A highly motivated Tech professional with a B.Tech. degree and a PG Diploma in AI, equipped with a solid foundation in data analytics and methodologies. Eager to apply advanced techniques and innovative tools to drive impactful business outcomes in full-time, data-focused roles.

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KNOWLEDGE PURVIEW

- Data Science
- Artificial Intelligence (AI)
- Deep Learning
- Data Mining
- Data Analysis
- Predictive Modeling
- Business Intelligence (BI)
- Data-Driven Insights
- MLOps
- Exploratory Data Analysis (EDA)
- Data Visualization
- Sales Analytics
- Data Ethics
- Data Governance

TECHNICAL SKILLS

- Programming Languages:** Python, SQL
- Libraries and Frameworks:** Pandas, NumPy, Matplotlib, Seaborn, SciPy, Scikit-Learn, TensorFlow, PyTorch, Keras, XGBoost, Random Forest
- Data Analysis (EDA):** Data Cleaning, Feature Engineering, Data Preprocessing, Data Normalization, Data Mining, BI, Predictive Analytics, Descriptive Analytics
- Databases:** MySQL, PostgreSQL, NoSQL (MongoDB)
- Data Visualization:** Matplotlib, Seaborn, Plotly, Tableau, Power BI
- Statistics and Mathematics:** Probability, Statistical Modeling, Hypothesis Testing, Linear Algebra, A/B Testing, Descriptive & Inferential Statistics
- GenAI:** ChatGPT, MidJourney, Hugging Face, Pinecone, LangChain
- Azure

PROFILE SUMMARY

- Accumulated extensive experience in **Sales Analytics, Business Analysis, and Data Science**, with strong focus on leveraging data science to drive business performance across multiple sectors.
- A highly motivated **Tech** professional with a **B.Tech. degree** and a PG Diploma in AI, equipped with a solid foundation in data analytics and methodologies. Eager to apply advanced techniques and innovative tools to drive impactful business outcomes in full-time, data-focused roles.
- Developed a robust skill set in **data analytics, software development, and business optimization**, translating complex datasets into actionable insights that informed strategic decisions.
- Achieved notable **30% growth** in sales revenue by utilizing growth analytics to identify & capitalize on emerging market trends.
- Worked as a Senior Consultant at UpGrad Education, where strategic initiatives were implemented to optimize program offerings and enhance student engagement.
- Collaborated with cross-functional teams to leverage expertise in various data visualization tools, creating impactful reports that enabled data-driven decision-making and enhanced stakeholder engagement, earning a collaboration award for outstanding teamwork.

EDUCATION

- Post Graduate Diploma in Machine Learning & AI** | International Institute of Information Technology - IIIT Bangalore | **April-2025**
- B.Tech. in Computer Science** | Rajiv Gandhi Prodyogiki Vishwavidyalaya | **March - 2024**
- B.Sc. in Mathematics** | MP Bhoj University | **2019**

WORK EXPERIENCE

Business Analyst – LLM Engineer | Turing | Oct '23-Present

Responsibilities:

- Partner with Product, Operations, and Engineering Teams:** Collaborate with various teams to solve problems, identify trends, and uncover opportunities.
- Manage Databases with PostgreSQL:** Oversee the design, implementation, and maintenance of databases using PostgreSQL to ensure efficient data management.
- LLM Training with Coding Tasks in Python:** Develop, fine-tune, and evaluate large language models (LLMs) using Python, ensuring high performance and accuracy.
- Client Requirements Guideline Preparation:** Prepare and document guidelines based on client requirements to align project goals and deliverables effectively.
- Quality Assurance (QA) of Tasks:** Conduct thorough QA of tasks to ensure they meet quality standards and project specifications.
- Monitor Product KPIs:** Keep track of important product KPIs, analyze changes, and determine the factors causing these changes



SOFT SKILLS

- Critical Thinking
- Problem Solving
- Collaboration
- Communication
- Attention to Detail
- Time Management



CERTIFICATION

- Ongoing Certification in Microsoft Certified Data Analyst, Power BI



PERSONAL DETAILS

Languages Known: English, Hindi

Address: Gurgaon

Senior Academic Consultant | UpGrad Education| Apr '23-Sep '24

Responsibilities:

- Led the analysis of sales datasets using **Power BI & SQL**, applying **sales analytics** to boost efficiency and performance
- Delivered over **3 Cr.** in revenue within **17 months** by leveraging research skills and sales analytics to drive strategic decision-making, **enhancing conversion rates from 16% to 23%**.
- Consulted with over **1,000 professionals** from diverse sectors including **data science, AI, finance, e-commerce, and healthcare**, providing insights that shaped business and educational strategies.
- Conducted **market research & sales analytics** to identify emerging trends, helping to **exceed sales targets by 180%**.
- **Monitored key performance indicators (KPIs)** & effectively presented findings to senior management using data visualization techniques.
- Participated in **strategic planning** sessions, providing data-derived insights to guide decision-making.



BUSINESS

Tradeozilla Incorporation (2017 - 2020)

- Led the operations of a **manufacturing business specializing in packaging materials**, driving efficiency and productivity improvements.
- Developed **expertise in data management and analytics**, facilitating informed decision-making processes.
- Implemented **data-driven strategies** to optimize **supply chain operations** and enhance product delivery timelines.
- Conducted **market analysis** to identify growth opportunities and improve customer satisfaction.
- Recognized the critical role of data science in business growth, leading to the **pursuit of a B.Tech.** degree in the field.



PROJECTS

- **Lending Club Case Study:** Analyzed loan data using Python and visualized insights to assess loan performance. Developed a predictive model that improved default rate prediction accuracy by 15%.
- **Sales Performance Dashboard:** Created interactive Power BI dashboard to track KPIs, which helped increase conversion rates by 10%.
- **Music Recommender System:** Developed a machine learning model to recommend personalized music, utilizing collaborative and content-based filtering techniques.

