

# Sameer Kumar Mohapatra

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## EDUCATION

**University of Cincinnati, Carl H. Lindner College of Business**, Cincinnati, Ohio Expected December 2021  
*Master of Science in Business Analytics* (Available to work August 2021)

- **Relevant Coursework:** Statistical Modeling and Computing, Data Management, Applied Regression, Forecasting & Time Series Methods, Data Mining, Multivariate Methods, Data Visualization, Big Data Integration, Data Warehousing and Business Intelligence

**Vellore Institute of Technology**, Vellore, Tamil Nadu, India July 2014 - April 2018  
*Bachelor of Technology, Electrical and Electronics Engineering* GPA: 8.65/10.0

## SKILLS & CERTIFICATIONS

- **Analytical Tools:** R, Python, SQL, MS Excel, Tableau, SAS
- DataCamp and Coursera courses on Data Analysis with R, Python and SQL, SAS Visual Analytics 1

## EXPERIENCE

**Oye! Rickshaw**, New Delhi, India August 2020 - December 2020  
*Business Analyst*

- Prepared Key Performance Indicators and Visualizations for Delivery Logistics business and helped the team to scale up
- Collaborated with business team to Improve monthly P&L by performing revenue-cost analysis and identifying key action items
- Implemented Cohort Analysis to assess driver performance
- Designed Incentive based rate cards of delivery drivers to improve the driver motivation and performance

**ZS Associates**, Pune, India April 2018 - May 2019  
*Business Operations Associate*

- Operated and optimized business processes, performed business analysis and created deliverables
- Reduced overall deliverable timelines by 25% by automating various system processes
- Analyzed Sales Force monthly eligibility process, derived key insights and communicated to client
- Maintained and improvised existing SQL based eligibility and compensation calculation engine
- Worked on Sales Force Incentive Compensation analysis and implementation.

*Business Operations Associate (Contractor)* January 2018 - April 2018

- Supported eligibility team within Incentive Compensation team at ZS

## ACADEMIC PROJECTS

- **A/B Testing of a Mobile Game:** Analyzed the impact of adding gates at different level in the game on the player retention
- **Car Price Prediction:** Prepared a model using Multiple Linear Regression and RFE to predict the price of a car
- **Exploratory Data Analysis of Movies on OTT Media Services:** Executed analysis of more than 16.7k movies on OTT media dataset to discover hidden trends and created insightful visualizations
- **Market Basket Analysis on Retail Data:** Conducted EDA of more than 500k transactions data to understand retail market of a vendor and executed Market Basket Analysis to provide product recommendation
- **Data Visualization:** Prepared Tableau based Dashboards on Happiness Index and Marketing Analytics Data

## HONORS & ACTIVITIES

- Organized SPARK'17 – A national-level annual Tech Fest of ISA-VIT, Vellore
- *Public Relations Officer*, ISA-VIT, Vellore Institute of Technology, Vellore  
Led a team of 10 students and organized bi-weekly events at college