

# Sameer Kumar Mohapatra

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(Available to work from August 2021)

## EDUCATION

<b>University of Cincinnati, Carl H. Lindner College of Business</b> , Cincinnati, Ohio	December 2021
<i>Master of Science in Business Analytics</i>	GPA: 4.0/4.0
<ul style="list-style-type: none"><li><b>Relevant Coursework:</b> Statistical Modeling and Computing, Data Management, Applied Regression, Forecasting &amp; Time Series Methods, Data Mining, Multivariate Methods, Data Visualization, Big Data Integration, Data Warehousing and Business Intelligence, Simulation Modeling</li></ul>	
<b>Vellore Institute of Technology</b> , Vellore, Tamil Nadu, India	July 2014 - April 2018
<i>Bachelor of Technology, Electrical and Electronics Engineering</i>	GPA: 8.65/10.0

## SKILLS

- Analytical Tools:** SQL, R, Python, Tableau, MS Excel, SAS
- Techniques:** Data Modeling, Regression and Classification, Decision Trees, Clustering, Machine Learning, GAM, Time Series Analysis and Forecasting, Multivariate Analysis, Predictive Modeling

## EXPERIENCE

<b>Oye Rickshaw</b> , New Delhi, India	August 2020 - December 2020
<i>Business Analyst</i>	
<ul style="list-style-type: none"><li>Prepared KPIs and visualizations for delivery logistics team and helped them scale up by more than 100% growth (SQL, Google Sheets, Tableau)</li><li>Worked for forecasting team to forecast the number of daily rides in a region (R)</li><li>Collaborated with business team to Improve monthly P&amp;L by performing revenue-cost analysis and monthly root cause analysis and presented key action items to the leadership</li><li>Implemented Cohort Analysis to understand churn and retention of delivery workforce and designed Incentive based rate cards of to improve the motivation and performance</li></ul>	
<b>ZS Associates</b> , Pune, India	January 2018 - May 2019
<i>Business Operations Associate</i>	
<ul style="list-style-type: none"><li>Operated and optimized business processes and performed business analysis to improve the efficiency of monthly processes (SQL, MS Excel)</li><li>Worked on Incentive Compensation analysis for a multibillion-dollar product and presented insights to client</li><li>Maintained and improvised existing SQL based eligibility and incentive compensation calculation engine and reduced overall deliverable timelines by 25%</li><li>Prepared IC and contest eligibility for more than 2k sales reps across multiple product lines of the client</li></ul>	

## 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
- 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 analysis 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