

SOHAM DESHKHAIRE

BOSTON, MA deshkhair77@gmail.com Soham Deshkhair

SUMMARY

Procurement Associate with experience level aligning with 3 years supporting director-level pricing and strategic negotiations, offering expertise in OEM specification adherence, inventory management, and operation streamlining. Delivered a 17-19 percent revenue increase and optimized project needs across automotive sectors.

EDUCATION

Boston University Boston, MA — Master of Science, Applied Business Analytics 2024 – 2026
Coursework: Data Mining, Cloud Analytics, Python and SQL, Operations Management, Marketing Analytics, Quantitative and Qualitative Decision Making, Financial Concepts

Vishwakarma Institute of Technology, Pune, India — B Tech Production Engineering 2020 – 2024

SKILLS

Analytics & BI: SQL, Python, R, Tableau, Power BI, Excel, AWS, DAX Business Analysis, Process Design, Data Visualization, PowerTools Platform, Object-Oriented Coding, Software Development Life Cycle

Data & Statistics: Data cleaning and preprocessing, ETL workflows, predictive analytics, regression, clustering, time series, KPI tracking, A/B testing, Data validation and quality checks

Supply Chain & Operations: SAP MM/PP, inventory management, procurement, demand forecasting, capacity planning, workflow automation, Lean/5S , Logistics Management, Procurement experience

Business & Soft Skills: Stakeholder communication, requirements gathering, process mapping, dashboard reporting, strategic thinking, client relationship management, Communication, Multitasking

WORK EXPERIENCE

Tata Motors Ltd – Launch Project Manager Jul 2023 – Oct 2023

- Managed cross-functional launch of a new vehicle model in three months, coordinating engineering, supply chain, and plant teams to support production of 10 powertrains per month.
- Controlled inventory for 150+ R&D parts (\$100K) and automated tracking in SAP MM/PP, reducing part tracking time by 70 percent and cutting shortages and mismatches by 40–50 percent.

Indiana LED Lighting LLP – Business Marketing Analyst (OEM Segment) Jul 2021 – Jul 2023

- Supported director-level pricing and sales strategy for OEM clients, negotiating pricing that delivered 5 percent cost savings while protecting margins and improving long-term contracts.
- Used Tableau and Salesforce data to identify three new OEM opportunities and build sales forecasts with 91 percent accuracy, contributing to a 17–19 percent increase in revenue and client retention and a 78 percent improvement in client satisfaction scores.

Suddpram Auto Engineering Co. Pvt. Ltd – Supply Chain Manager Nov 2020 – May 2021

- Redesigned raw-material storage layout and strengthened cycle-count controls, improving inventory accuracy to 66 percent and reducing material and Coordinating shipments handling time by 28 percent.
- Forecasted material demand from production schedules and coordinated with suppliers, reducing order lead time by 15 percent and stabilizing on-time material availability, also did some Inventory audits.

PROJECTS

Lobster Land Cruise Expansion – Python, Tableau, Marketing Analytics Apr 2025

- Built a Python and Tableau pipeline for cruise market analysis (model ROC-AUC = 0.73), achieving 71 percent classification accuracy and improving segment-level decision making.
- Identified three customer segments using K-Means and redesigned itineraries around high-value “Hidden Gems,” estimating an 89 percent increase in customer satisfaction and reducing data errors by 95 percent via preprocessing.
- Optimized marketing through A/B-tested visuals and targeted messaging, increasing click-through rate by 2 percentage points, sign-ups by 0.8–1 percent, conversions by 1 percent, and booking inquiries by 17 percent.

Microbrewery Simulation and Profit Optimization – Excel, Python Apr 2025

- Built end-to-end financial simulation models with 1–2 percent variance to project a median profit of \$4.32M under different pricing, production, and wage scenarios.
- Reduced break-even time to 9.08 months, improved fixed-cost management by \$120K–\$150K, and increased contribution margin by \$100K through simulation-driven changes to production scheduling and cost structure.

New York Real Estate Time Series and Regression – R, Forecasting Dec 2024

- Cleaned and modeled real estate sales data using time series and multiple regression, achieving up to 91 percent predictive accuracy for key pricing metrics.
- Delivered dashboards and visual reports that translated complex trends into actionable insights for pricing strategy and demand forecasting.

EXTRACURRICULAR ACTIVITIES

innovate@BU: New Venture Competition – Boston University Apr 2025

Co-presented *Vision X*, a real-time container tracking concept using GPS, geofencing, and analytics to improve logistics visibility for exporters and port authorities at Mumbai JNPA Port.

CERTIFICATIONS

AWS Cloud Fundamentals (Foundational) , Tableau (Beginner) , Advanced Excel (Pivot Tables, VLOOKUP) , SAP ERP , Microsoft PowerPoint and Word