

# Tanmay Ubhate

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Date of Birth: 28.07.1999

Nationality: Indian

Portfolio: <https://tanmayubh.github.io>



## Work Experience

### Business Development Intern

Crave InfoTech LLC. (April 2025 – June 2025), Piscataway, USA

- Refined **product messaging** to prioritize IAG features, addressing GDPR/SOX compliance requirements and driving a 25% increase in unique page visitors.
- Conducted **competitive benchmarking** of 3 key rivals across 6 IAM solution dimensions, identifying a white-space opportunity that informed a **product repositioning** strategy and resulted in a 15% increase in qualified leads.
- Developed 3 new **buyer personas** based on system landscape and business needs for SAP S/4HANA migration, enabling the sales team to execute a targeted email campaign that achieved a 40% response rate and shortened the sales cycle by 2 weeks.
- Executed **strategic outreach** to establish a key distribution channel, negotiating and managing 1 pilot partnership programs that generated 50 qualified leads in a new region within 3 months.

### Assistant Systems Engineer

Tata Consultancy Services (Feb 2022 – June 2023), Nagpur, India

- Engineered scalable **backend services** using Java Spring Boot, REST APIs, and microservices architecture, improving request-approval latency by 35% accelerating client hiring workflows.
- **Validated** comprehensive **functional specifications** for 5 SAP Fieldglass user types communicating with SAP BTP application, ensuring completeness and alignment with user stories, preventing an estimated 50+ developer hours of rework.
- Orchestrated seamless frontend-backend integration within an **Agile Scrum framework** through API contract management, increasing sprint velocity and shortening feature delivery timelines by 30%

### Technical Apprentice Trainee (Supply Chain & Production Control)

Mahindra and Mahindra Ltd. (Nov 2020 – Nov 2021), Nagpur, India

- Aggregated SAP MM and PP server data into an **Excel dashboard MIS report** for real-time production visibility, reducing unplanned downtime by 20% and raw material shortages by 35%.
- Developed and deployed detailed **production control plans** that reduced defects by 50% and rework time by 15 hours/week while securing a flawless ISO 9001 audit with zero non-conformities.
- Achieved 100% on-time and accurate **export documentation** submission for 10 consecutive months, ensuring customs compliance, eliminating delays, and improving OTIF delivery to 98.5%.

## Projects

**ML Price Prediction Models**- Jupyter notebook, python packages numpy, pandas, Seaborn, Scikit-learn, Streamlit

Built and deployed regression models to forecast business pricing trends, enabling interactive real-time predictions via a Streamlit web interface.

**Regression Analysis for Business Decision Support**- Supervised ML, Sustainability, Accuracy, Feasibility & Explainability

Evaluated Linear, Lasso, Ridge, and Polynomial regression models to analyse financial KPIs of 500 S&P companies and provide best practices for business pattern discovery considering Net income as labelled variable.

**Project Management System (Production-Ready)**- FastAPI, PostgreSQL, Docker, AWS RDS

Dockerized a backend with API-only logic that communicates with AWS RDS (PostgreSQL), enabling seamless data persistence across core models: User, Project, Task, and Role.

## Education

**Master of Science, Industrial Engineering and International Management, Grade: 2.8**

Hochschule Fresenius University of Applied Science, Köln - Sept 2023 – Aug 2025

**Bachelor of Engineering, Mechanical Department, Percentile: 82.16**

Datta Meghe Institute of Engineering, Technology & Research, Wardha, India - Sept 2018 – Aug 2021

**Diploma, Mechanical Department, Percentile: 70.56**

Acharya Shrimanaryan Polytechnic Wardha, India - July 2015 – June 2018

## Tools

Spring Tool Suite | Visual Studio Code | PostgreSQL | Docker | Postman | GitHub | AWS (RDS, S3, EC2, IAM) | JIRA | Microsoft 365

## Skills

Structured Problem Solving  
Stakeholder Communication  
Time & Priority Management  
Cross-Functional Collaboration  
Leadership & Ownership  
Conflict Resolution

## Certifications

Scrum Fundamentals  
Business Analysis Fundamentals with AI

## Languages

English: C1  
Deutsch: B1(actively improving)

## Workshops & Events

Greener Manufacturing  
Conference & Expo 2024  
Koelnmesse.

Strategy and  
Transformation at the HRS  
Group Headquarters, Köln.

Thermal Powerplant  
familiarization program, DTPS,  
Reliance.