



Ayush Jain

Aspiring Data Scientist

3 years experienced Business Development Manager and, Data Science Trainee at Almabetter looking for transition to the **Data Analyst/ Scientist Role**. With interest in analyzing raw data and statistics, brings excellent communication abilities with hands-on experience in building machine learning models with a story to tell.

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EDUCATION

Data Science

Almabetter | May 2021 - Present

- Data Analysis in Excel | Introduction to MySQL. Introduction to Python | Programming in Python | Python for Data Science. Inferential Statistics | Hypothesis Testing.
- Introduction to Machine Learning | Regression | Clustering | Classification.

B.Tech – Information Technology

M.B.M Engineering College, Jodhpur | 2013-2017 | 63%

Class 12th – CBSE

Springdales School, Kota | 2012 - 2013 | 78%

KEY DATA SCIENCE PROJECTS

Netflix Recommender System (Content Based Recommender)

Primary Goal: Clustering similar content by matching text-based features using Netflix Dataset available as of 2019.

Type of Content available on Netflix in different countries.

Solution: Perform Data Preprocessing, Feature Engineering and EDA to figure out the important feature. Used NLTK library to perform Text Normalization and vectorization to use text features into ML model. Create clusters to group similar content by using K means clustering.

Result: Obtained 9 different clusters having similar content.

Android Authenticity Predictor

Primary Goal: Build a model to predict whether the app is malware or benign using the description and details of the permissions needed at the time of installation.

Solution: Handle missing values, duplicates, outliers. Encoding of the categorical features. Perform NLP on text features. Fit the different models on the final dataset which include XG Boost, Gradient Boost, Logistic Regression, Random Forest.

Result: Obtained the F1 score of 84 through XG Boost.

Global Terrorism Analysis

Primary Goal: Explore and analyze the data to discover key findings pertaining to terrorist activities using Global Terrorism opensource database.

Solution: Did the data preprocessing of the raw data to fill Nan values and more. Used different python libraries like numpy, pandas, seaborn and matplotlib to do data wrangling and visualization.

Result: Obtain different important insights and trends on the terrorist activities.

TECHNICAL SKILLS

Scripting Languages: Python

Database: MySQL

ML Algorithms: Regression | Classification | Clustering

NLP: Text Normalization (Stemming and Lemmatization) | Word Cloud

Data Visualization: | Ms. Excel | Power Point | Matplotlib

Data Engineering: EDA | Data Preprocessing | Feature Engineering

Libraries: Pandas | Numpy | Matplotlib | Seaborn | Scikit-learn | NLTK

WORK EXPERIENCE

Community Manager | Khabri Audio Pvt. Ltd | June 2021 – July 2021

- Handling community of the creators who are making audio courses for SSC. Onboarding new creators from the domain and handling the accounts for them as a single point of contact from the organization.
- Checking the lead quality on the daily basis and deliver the reports of the ongoing campaign to improve. Preprocessing the data to target the customized audience for running the campaign on the community to increase sale.

Business Development Manager | Exambazaar | December 2017 - May 2021

- **Leading Coaching Associations:** Proactively managing end to end business development process, including creating the client pipeline, engaging with decision makers, driving communication, price negotiations and ultimately conversion.
- **Client Relationships:** Servicing needs of associated Coachings, resolving complex issues
- and providing value to potential partners to generate future business.
- **Upselling and Account Management:** Engaging in systematic and frequent dialogue with the existing clients to improve the portfolio with other value-generating products and services.
- **Creating Business Development Resources:** Conceptualizing and creating client sourcing materials like customized proposals, presentations and documents.
- **Account Handling:** Acting as the single point of contact for clients, including developing relationships with the Managers of Coachings, delivering services, resolving any queries.