SAMEER SANJAY GUPTA

ACADEMIC QUALIFICATIONS

Year	Degree /Board	University /Institution	%/CGPA
2025*	Post Graduate Diploma in Business Analytics	IIM Calcutta, IIT Kharagpur, ISI Kolkata	-
2019	B.Tech (Hons.) Mechanical Engineering	IIT(ISM) Dhanbad	7.73/10
2015	CLASS XII	Dinanath High School and Junior College	90 %
2013	CLASS X	Narayana Vidyalayam High School	10/10

KEY SKILLS/TOOLS	Data Analytics, Machine Learning, Deep Learning, NLP, ETL, EDA, Dashboarding, Python, Excel, SQL

WORK EXPERIENCE (45 Months)

Indian Oil corporation ltd - IOCL **Senior Sales Officer** **Hyderabad (Jun '22 - Jun '23)**

Technical	■ **Structured** & **Semi-Automated** the repetitive daily MIS and report making with **Python, Selenium & Excel.** ■ **MIS Automation** helped in sending ~ **2000+ emails** to **100+** stakeholders saving **100+ hours per month.** ■ **Analyzed** monthly sales reports and prepared multiple **PPTs** for the dealer or internal meets. Used **Tableau.** ■ **Analyzed** the past year's Lubes sales and acted as the **backbone of info** from Dealers to Upper Management.
RESPONSIBILITIES	■ Completely **responsible** for the monthly Lubes sales through Retail Outlets of **entire Telangana & Andhra.** ■ **Conducted** monthly meetings with **5 divisional offices** & **guided** them through the **Lubes sales strategies.** ■ **Conducted campaigns** at ROs (10/month) and **conducted sales meetings** with regional dealers (5/month).

Indian Oil corporation ltd - IOCL **Senior Operations Officer** **Hyderabad (Oct '19 - May '22)**

Technical	■ Performed **Hypothesis testing** to calculate the right diesel quantity used in a plant. Earlier 100 litres a week was being issued. **Proved** with the experiment only 60 L was required **saving** over **150 litres** of diesel/month.
RESPONSIBILITIES	■ Handled positions of **Shift in-charge**, **Maintenance**, **Shop Floor**, **S&D, Safety** and **Inspections** in an LPG BP. ■ As a Shift in-charge, **led** manpower of **150+** stakeholders, **maintained safety** and **maximized production.**

AWARDS AND ACHIEVEMENTS

Case Competitions	■ **1st Rank (off 627)** in **Dashboarding** case competition by Nova Exilaro'24, XLRI Delhi. Skill used : **PowerBI.** ■ **1st Rank** in **EDA with Python** competition by the Great Lakes. Skills used : **Seaborn, Matplotlib & Pandas.** ■ **2nd Runner up (off 247)** in Timelytics Odyssey by SIOM Nashik. Skills used: **Time Series Analysis, Python.**
Certifications	■ Completed a **1 year PGP** in **Data Science & Business Analytics** certified from the **UT Austin & Great Lakes** ■ **Qualified CFA Level 1** covered fundamentals of **Corporate Finance, Alternate Investments, FRA and Risk** ■ **Pytorch** (52 hours|Udemy) covered concepts of **DL, CNN, Tensors, Image Processing** & **Transfer Learning** ■ **AWS Cloud Practitioner** (Udemy, AWS Fundamentals)|**NLP with Python** (Udemy, ML & DL methods of NLP)
Competitive Exams	■ Achieved **AIR 245** in **GATE 2019 Mechanical Engg.** in the final year of B.Tech. which equates to **99.8+ %ile.** ■ Achieved **AIR 9916 (99+ %ile)** in **JEE MAINS** 2015	Achieved AIR **10184 (99+ %ile)** in **JEE Advance** 2015.
Scholarship	■ Awarded **4 Lakhs** scholarship for higher education for being in **Top 1%** of Class XIIth of Maharshtra Board.

ACADEMIC PROJECTS

Uber Price Prediction (Regression)	■ **Predicted** Uber Ride Prices with **OLS Regression** as baseline model, later improved using **Lasso and Ridge.** ■ Detected **multicollinearity** using **heatmaps** and **VIF** and tackled it with **PCA.** Achieved an **R2 score of 0.72.** ■ Performed **ANOVA** to choose relevant features. Used **GridSearchCV** for **hyperparameter tuning** of models.
Petrol Price Forecast (Time Series)	■ **Forecasted** the petrol prices for the upcoming **4 weeks** , using ~464 weeks of historical data using **SARIMA.** ■ Used **ADF** test to verify stationarity, **differencing** for trend removal, **ACF & PACF** plots to fix SARIMA orders. ■ Verified residual whiteness via **Ljung-Box** statistic, achieved **MAPE 3.5%**, selected the model with **best AIC.**
Customer Uplift Prediction Model (Uplift Modelling)	■ Used a public dataset for **uplift model**, did **EDA** & **treated imbalance** via **sklearn's** RandomUnderSampler. ■ Predicted **customer uplift** using **meta learners** for **CausalML** using **XGBoost Classifier** as the base learner. ■ Achieved **AUUC of 0.64** with **S-Learner**, determined **optimum range** of customers to target for **max profit.**
Apollo Hospitals' Reviews Analysis (NLP & DL)	■ **Analyzed** review data of **4k+** employees of Apollo Hospital to identify issues and make a **sentiment gauge.** ■ **Scraped data** using **Beautiful Soup,** applied **text preprocessing** and used **RoBERTa** to capture **sentiments.** ■ Used custom **Zero shot prompt** to **Gemini Pro API** for **recommendations; deployed** the model on **Gradio.**
News Recommender (Classification)	■ **Pre-processed** the news and built **classification models** using **SVM, CNN, BERT**, and **Logistic Regression.** ■ Used the best model's probabilities as **embeddings** and stored it in an **optimal Data Structure ~ (KD Tree).** ■ Built a **recommendation algorithm** to retrieve news from the KDTree & **visualized clusters** on a **3-D plot.**

ADDITIONAL PROJECTS

ChatBot Assistant (LLM & NLP)	■ Created a **chatbot** to answer based on the input pdfs. Used **Langchain** to create **prompt template** for **LLM.** ■ Used **Pypdf** to read pdf data; Used a **transformer** to create **embeddings** & stored in **VectorDB - PineCone.** ■ **Retrieved** results based on **cosine similarity; Generated** response using **Llama2. Deployed** bot on **Flask.**

ELECTIVES : Machine Learning, FRM, Computational Finance	INTERESTS : Gym, Chess, Vlog, PC Gaming