APEKSHA ABHAY SAMARTH

ACADEMIC QUALIFICATIONS

Year	Degree /Board	University /Institution	%/CGPA
2025*	Post Graduate Diploma in Business Analytics	IIM Calcutta, IIT Kharagpur, ISI Kolkata	-
2020	B.Tech Mechanical Engineering	Veermata Jijabai Technological Institute	8.32/10
2016	CLASS XII	Shivai Vidyalaya English Medium School & Junior College	83.54 %
2014	CLASS X	Sri Ma Bal Niketan High School & Junior College	93.8 %
KEY SKILLS/TOOLS	Communication Skills, Team Management, Data Visualization, Python, MS Excel, SQL, PowerPoint, R		

WORK EXPERIENCE (31 Months)

Technip Energies India Ltd — Engineer - Project Management — Mumbai (Nov '20 - Jul '23)

Stakeholder Management
- **Coordinated 10+ cross-functional teams, 200+ vendors**, & **Client** for Nayara Energy's PP Project, Gujarat.
- **Spearheaded** Invoicing & Change Order Valuation **team** of **6** for improved monthly cashflow for the project.
- **Initiated** internal **Project Review Meetings, streamlined 200+** doc. **submission** & **50+** equip. **delivery.**
- **Supervised closure** of 1000+ design tags & **negotiated** with Client and vendors to **minimize scope creep.**

Digitization
- **Leveraged PowerBI** dashboards for **dynamic tracking** & **reporting** of project progress & invoicing status.
- **Automated** invoicing process utilizing **MS Excel VBA**, time taken for invoicing **reduced by ~3hrs/invoice.**
- **Developed** a Site **Query Addressal tool** & **trained** a cross-functional team of **30+ people** for its execution.

Business Impact
- Raised **change order proposals** worth ₹10+ Cr. **~60% manhour reduction** using Site Query Addressal tool
- Bottleneck **resolution improved** engineering invoicing by ~**16%**, identified & **recovered** its **31% backlog.**
- Facilitated vendor coordination, **recouping** approx. **20% delay** in procurement and construction progress.

Commendation
- Awarded **top rating** in **Performance Appraisal** for driving project success & holistic personal development.

AWARDS AND ACHIEVEMENTS

Case Competitions
- **Rank 3**/300+ teams for "**Intelligent Transport System**" solution, Sustain-3.0 challenge, **IIM Ahmedabad.**
- **National finalist** (269 teams), for GaadiDekho **User Dashboard** design, E2A-The Analytics Challenge, **XLRI.**
- **National finalist** (283 teams) in Cogentix, for **predicting offer rejection** by new joiners, **IMT Hyderabad.**

Academic
- **Top 3/150+** students in institute, **Class 12th**, **Top 3 Percentile** -**Maharashtra** in **12th & 10th board** exams.

ACADEMIC PROJECTS

PPI Forecasting (Time series)
- **Forecasted** Cable Network Advertising **Producer Price Index** for 11 months using 86 months of past data.
- Checked stationarity with **ADF test**, studied **ACF-PACF** plots for **SARIMA** order and **AIC** for model selection.
- Verified residual **autocorrelation** using the **Ljung-Box test.** Forecasted values achieved a **MAPE** of **2.04%.**

Transaction Projection (Regression)
- Predicted total **credit card transaction amount** using **MLR** model, leveraging **20+ customer attributes.**
- Performed **EDA**. Tackled **multicollinearity,** compared **OLS, Lasso, Ridge** models, achieved best **RMSE** 337.
- Validated model assumptions via **error analysis**. Obtained **F-stat**. of **2193** and a **adjusted R^2** value of **0.96.**

NICU Necessity Predictor (Classification)
- Constructed a NICU prediction model, using **130 attributes** about during & pre-pregnancy maternal health.
- Analyzed **multicollinearity** & utilized **clustering** to condense **attributes** to **30,** employed **cross-validation.**
- Implemented Naïve Bayes & **Logistic Regression**, achieving peak **F1** score of **0.85** with Logistic Regression.

Deceptive Review Classifier (NLP)
- Engineered a **classifier** to distinguish truthful & deceptive **hotel reviews** using online review communities.
- Pre-processed the reviews including **lemmatization**, used **CV** & **TF-IDF** embeddings for ML based models.
- Evaluated various models and identified **RoBERTa + LSTM** as the most effective, achieving **F1 score of 0.91.**

ADDITIONAL PROJECTS

Contextual Product Recommender
- Designed a **Content-based Filtering** Recommender system using Amazon dataset **(image + text features)**.
- Features extracted using **ResNet-50** & **GloVE**. Products recommended for user req. using **cosine similarity.**

Customer Segmentation
- Constructed a customer segmentation model using **1M+ customer transaction** data, applied **RFM** analysis.
- Tested **K-Means, Agglomerative**, & **Hierarchical clustering**, best **silhouette score** 0.63 & **DB score** 0.64.

Masked Image Restorer
- Created model for **regeneration** of **masked patches**, with **7k** masked **RGB images**, augmented them to 35k.
- Used **Pix2Pix c-GAN** model post image **normalization** & **scaling**, achieved pixelwise **RMSE** 0.76 on test data.

Portfolio Optimization
- Examined **18 months** of **daily stock prices** for **20 NSE**-listed firms, generated **Efficient Frontier Curve.**
- Optimized portfolio using **Markowitz Portfolio Theory**, achieved **Sharpe Ratio 4.45**, & min. **volatility 20%**

POSITIONS OF RESPONSIBILITY & EXTRA CURRICULARS

T.EN Cultural Committee
- Part of Team Ignite, organized & coordinated **15+ events** including Annual Day, designed posters & emails.
- **Compèred** at Technip Energies(Mumbai) Annual Day, **audience of 1000+** national & international guests.

Sector Head
- **Sector Head** for Steering System, **designed & manufactured** steering system of ATV, **team of 24** members.
- **Raised sponsorship of ₹3L** for the team, ranked **17th**/70+ teams in ESI and participated in BAJA SAE India.

ELECTIVES : DL, Supply Chain Analy., FRM, Healthcare Analy. | **INTERESTS : Painting, Cooking**