Eshaan Joshi

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Experience

Smollan (Client: **Google**), Data Science Consultant   July 2024 - Present
- Automated insights generation and sales correlation using Gemini API, delivering actionable insights through the internal sales analytics app.
- Integrated customer sentiment data query functionality into the company's internal sales analytics app, enhancing data-driven decision making.
- Optimized the internal sales analytics app performance, reducing runtime and improving efficiency of the sales team.
- Developed metrics and automated sales tracking and reporting with Python, delivering weekly insights and alerts for underperforming stores, **reducing manual effort by 60%**.
- Created dashboards in Looker Studio to monitor sales performance.
- Responded to ad-hoc sales queries, delivering timely data solutions to address immediate team needs.

Pharmeasy, Data Analyst Intern   Jan 2023 - June 2023
- Built and optimized data pipelines using Airflow, Hive and Python, improving report generation times.
- Provided analytical insights for the customer retention team, contributing to increased engagement.
- Automated daily and weekly reporting workflows, reducing manual effort.
- Responded to ad-hoc inquiries from the business teams and optimized data pipelines, improving processing times. Supported the customer retention team with analytical insights.
- Identified target customer segments for marketing campaigns by analyzing strategies and customer data, maximizing campaign conversion rates.

Smollan (Client: **Google**), Data Science Consultant   April 2022 - July 2022
- Led the data management and visualization team on the Google project, transforming complex data into clear, actionable insights using BigQuery and Looker Studio, driving decision-making for sales and marketing teams.
- Designed and implemented customized sales dashboards in Looker Studio, enhancing SKU performance visibility for stakeholders.
- Developed Python web scrapers for data collection.

Fittlyf, Data Science Intern   Sep 2021 - Feb 2022
- **Reduced time to reach significance by 30%** by introducing Group Sequential Sampling to A/B testing.
- Automated ETL pipelines and developed automated weekly reporting dashboards in python.
- Built proof of concept for risk assessment and credit risk.
- Used time series forecasting to project key business KPIs using internal and external data.

Skills

Python, SQL, BigQuery, Linux, PySpark, R, MongoDB, Docker, Excel, DataStudio, AWS, Hadoop, Hive, Power BI, Looker Studio, SAS, Machine Learning, LLM, NLP, A/B Testing, Financial Analytics, Propensity Modeling, Risk assessment, Credit Risk assessment, Time Series Analytics, Statistical Process Control.

Education

- BSc Data Science and Business Analytics, Patkar Varde College (2020-2023)
- MSc Statistics, SK Somaiya College (2023-2025)

Projects

- Credit Risk Scorecard: Developed a statistical credit risk scorecard, enhancing creditworthiness assessments and delivered actionable insights for financial risk mitigation.
- Propensity Modeling: Built a machine learning model to predict customer behavior towards insurance products, improving targeting accuracy and driving customer engagement.
- Sentiment analysis: Applied NLP for tweet sentiment analysis, uncovering key trends that optimized marketing and customer service strategies.
- Forage virtual internships: Completed virtual internships at KPMG AU, Quantium and British Airways, gaining experience in financial modeling, data analytics and business insights.

Certificates

Udemy: Risk Assessment, Credit Risk Modeling, A/B Testing in Python