Devanshu Chauhan

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EDUCATION

Stevens Institute of Technology   **Hoboken, NJ**
Master of Business Administration in Technology Management   **Concentration:** Analytics   **May 2020**
Related Coursework: Multivariate Data Analytics, Marketing Analytics, Human Centered Design Thinking,
Achievements: Outstanding Leadership & Service Award, GPA: 4.0

University of Mumbai   **India**
Bachelor's in engineering   **Concentration:** Mechanical   **June 2018**

SKILLS & ACTIVITIES

Statistical Skills: Linear and Logistic Regression, v-lookup, Hypothesis testing, A/B testing, Time Series
Machine Learning skills: Classification, Clustering (k-means, hierarchical, centroid), Decision trees
Visualization/Reporting Tools: MS Power BI, Tableau, MS Excel, MS Office Suite (Word, Excel, PowerPoint, Outlook)
Programming Skills: SAS, MS SQL Server, Python
Certifications: Tableau Analyst, SQL Essential Training, Python for beginners, Agile Certified Practitioner

EXPERIENCE

Logisoft Technologies, Client – Norwegian Cruise Lines   **South Plainfield, NJ**
Business Analyst   **Sept 2020 – till date**
- Collaborated and Coordinated the development of a mobile and web application for a client using Agile Methodology
- Elicited user stories and scenarios on JIRA which eventually defined the technical requirements for the developers
- Developed a roadmap for establishing & integrating contacting tracing process with other business processes
- Validated and streamlined the data flow across the databases using SQL queries
- Adopted Lean methodology to continuously improve and optimize the roster management system
- Worked as a Scrum Master to take the standup calls and record updates in the absence of designated employee

Ashok Leyland Ltd   **Thane, India**
Lead Generation & Market Analyst Apprentice, Sales Department   **January 2019 – May 2019**
- Generated B2B leads for commercial vehicles by establishing relationship with contractors in the Navi Mumbai region
- Gathered insights from leads and customers by conducting surveys which helped to define product requirements
- Predicted potential sales opportunities monthly, by analyzing surveys of customers to guide the sales team
- Managed and tracked daily follow-ups between prospective buyers and sales team to procure sales opportunities
- Liaised with the upper management to pursue new leads in the Navi Mumbai region

ICICI Prudential Life Insurance Company Ltd   **Indore, India**
Insurance Risk Analyst, Part-time   **April 2015 – December 2018**
- Developed sales pitch to explain & sell insurance plans to 200+ customers by highlighting investment-returns benefits
- Analyzed 100+ client portfolios to suggest suitable products based on income, age, and plans
- Improved customer benefits and satisfaction by recommending them more profitable plans

PROJECTS

Stevens Institute of Technology
Financial Analysis Report on Merck   **April 2020 – May 2020**
- Partnered with three other fellow students to compile & analyze 10 years of financial data in Spreadsheets for Merck
- Projected 5-year future value of sales and other financial variables using historical ratios to ascertain value of Merck
- Reported Financial Analysis on Merck to highlight best investment opportunities for next 5 years

Airbnb NY market (Tableau) (Click here to view Project)   **March 2020 - May 2020**
- Filtered raw dataset of Airbnb New York on MS Excel to eliminate null values and errors related to null values
- Generated dendrogram, treemaps of different neighborhood groups in NY, and histograms to visualize the dataset
- Forecasted expected number of customers for Airbnb over next two years in New York on Tableau

Cluster Analysis for NY and NJ states (SAS)   **February 2020 – May 2020**
- Clustered zip codes in NJ and NY states on SAS, based on income of customers to suggest 2 locations for new store
- Performed different methods of clustering like hierarchical, and k-means to get optimum results
- Delivered marketing presentation based on analysis done in SAS to explain details about the project

Olympics: 1896 – 2016 Poster (Tableau) (Click here to view Project)   **August 2019 - October 2019**
- Refined raw dataset of Olympics (Athens1896 – Rio2016) in MS Excel to separate winners from non-winners
- Verified results got on Tableau with MS Excel filters and queries in MS SQL server to eliminate errors in final results
- Created 2 user-friendly dashboards in Tableau to retrieve essential data from dataset using parameters & filters