

SHIVAM SAHU

Data Scientist

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PROFILE

Experienced in Data Analysis, Business Strategy and Machine Learning. Proficient in deriving insights from complex datasets to drive informed decisions. Actively seeking opportunities in data science and Analytics

SKILLS

Programming Skills

- Python (Numpy, Pandas, Matplotlib, Machine Learning, AI, NLP, Web Scrapping, GUI, Pyspark, Polars, OpenAI)
- SQL (Writing Queries, Database Management and Administration of MySQL, PrestoSQL, PostgreSQL DB)
- Linux, R, C-Language, OOPS, BigQuery

Analytical & Reporting Tools

- MS Excel, Tableau, Power BI, Google Analytics, AWS, Azure

Other Skills

- Data Analysis, Program Management, Problem Solving, Business Strategy & Analysis

PROFESSIONAL EXPERIENCE

OYO, Gurugram India

06/2022 – present

Data Scientist

- Created Booking Conversion Prediction Model using Machine Learning.
- Generated Future Occupancy and Peak days Predictive System for Hotel Business using Past data.
- Designed **Conversion Funnels** for the India and Indonesia markets, incorporating key metrics such as DAU, MAU, CTR, Signups, Conversion, and Realization, resulting in increased user engagement, higher conversion rates, and improved user Acquisition Program.
- Conducted various **Root Cause Analysis** including Fraud Analysis, Customer OYO Wallet Analysis, Burn high jump Analysis, Insurance Fee Tech Error Analysis.
- **Interviewed 17 Candidates** for Data Scientist and Business Analyst Profiles.
- Served as a Technical Trainer for new joiners at OYO

KEY PROJECTS UNDERTAKEN

Tech Ecosystem Automation

- **Automated 150+ Live dashboards, 20+ Automatic Mail Reports and 20+ Automatic MS-Teams Data Snapshot.**
- Designed Tech Ecosystem by combination of Linux Virtual Machines, Databases and connected through DB Connections API and Server API. Automated complete Ecosystem using Python Programming.

OYO Dynamic Pricing Model

- Contributed to the development of a Dynamic Pricing Model for the OYO App, enabling Real-time Price Adjustments for hotels.

Revenue Boost Program

- Designed and executed PRBP & IRBP Buyout Programs and resulted jump in occupancy by 20% and decrease stuck from 10% to 5%.

User Acquisition Programs

- Executed Referrals Programs to increase User Acquisition which contributed significantly to increasing the App Daily Active Users (DAU) by 2.5%

Migration

- Migrated and Configured 12 AWS Virtual Machines to Azure Virtual Machines.
- Migrated Database Servers from AWS to Azure and conducted various RCA's to identify out and rectify Ambiguity, Duplication and Inaccuracy in PostgreSQL Database

Development of OYO SOB Acquisition Tool

- Designed Property Acquisition Tool integrated with **Google Map Locations** to collect Data of Nearby Hotels. This Tool increased 70% efficiency in Property Acquisition.

EDUCATION

Motilal Nehru National Institute of Technology Allahabad

07/2018 – 05/2022 | Prayagraj, India

Bachelor of Technology, Civil

CGPA : 7.99

PERSONAL PROJECTS

NetFlix Like Movie Recommendation System

- Developed a **Movie Recommendation Model** inspired by platforms like Netflix and Hotstar using sklearn and **Natural Language Processing**

Flipkart and Amazon Price Drop Alert on Telegram

- Developed a **Telegram Chatbot** using **Web Scrapping** and **Telegram API** which reads links of Flipkart and Amazon products, saving the links and sending Alert Messages when the price of a product decreases.

Python Voice-Controlled Computer System

- Developed a code utilizing Python to Control Computer's Hardware (mic, sound, camera, keyboard, mouse) on Windows and Mac systems by Voice command inputs using **Speech Recognition**.
- Implemented features to send E-mails, WhatsApp and Telegram messages, Play songs, and open various software applications and files.

Gesture Recognition Model

- Developed a Face gestures recogniser and Hand Sign language detector Model using **Computer Vision** in python

Handwritten Digit Recognition Model

- Developed a Machine Learning Model for Handwritten Digit Recognition using Numpy, Pandas, and sklearn libraries. The model accurately identifies and classifies Handwritten Digits from input Images, providing the corresponding digit number as the output.

Other Projects

- House Price Prediction Model**
- Old Car Price Prediction Model**
- YouTube Video Downloader**

ACHIEVEMENTS

- Recognized as "Winner Graduate Trainee Team" in OYO Induction Hackathon among 9 Teams.
- Achieved "Excellence Award" at OYO for best performance and fast deliverables.
- OYO's Dynamic Pricing Model Plutus achieved **Aegis Graham Bell Award** in Innovation of Artificial Intelligence Product.
- Won 2nd rank in Chess Championship at MNNIT Allahabad.
- Awarded by UPMSP by scoring **Highest marks in State in Mathematics** in Intermediate.
- Achieved **5 Star in SQL** and **Python** on HackerRank Coding Platform.