# Milin Rao Deshmukh

LinkedIn • Github

#### PROFESSIONAL SUMMARY

Certified Data Analyst with 3+ years of experience in business and cost analysis, project reporting, and data-driven decision support. Skilled across SQL, Python, Power BI, and Advanced Excel, with expertise in transforming raw operational and financial data into actionable insights. I have moved from mechanical engineering to analytics and I use that blended background to understand processes, combining technical and business knowledge to identify trends, optimize processes, and deliver measurable impact. Strengths include EDA, dashboard creation, KPI design, forecasting, and stakeholder communication. Focused on measurable business outcomes and continuous learning.

### **EDUCATION**

 Other (Data Science)
 2024 - 2025

 Newton School
 Grade: 10.0/10.0

Masters in Technology (Mechanical Engineering)

Prestige Institute of Engineering Management Research (PIEMR) Indore, Madhya Pradesh Grade: 8.9/10.0

Bachelor of Engineering (Mechanical Engineering)

Lakshmi Narain College of Technology Indore Grade: 7.27/10.0

#### EXPERIENCE

Senior Engineer – Business and Cost Analysis — Design and Development HINDUSTAN EQUIPMENT PVT. LTD

July 2023 - February 2025 INDORE

2020 - 2023

2014 - 2018

- Built and maintained dashboards and reports to track KPIs, project timelines, and cost efficiency.
- Leveraged SQL and Excel to analyze procurement and production data, forecasting material needs and reducing scrap.
- Conducted detailed cost analysis to identify savings opportunities and influence pricing decisions.
- Prepared executive-level reports with recommendations, presented to management for strategic decision-making.
- Partnered with cross-functional teams to align budgets, resources, and project strategies with business goals.

**NPD** Engineer

Belmaks Metal India Pvt. Ltd., Pithampur

February 2021 - May 2022 PITHAMPUR

- Managed critical Engineering and business documentation to meet customer requirements and industry standards.
- Experienced in project execution for Force Motors, Volvo, and Eicher, ensuring manufacturing feasibility by collaborating with cross-functional teams, customers, and suppliers from concept to production.
- Designed welding fixtures, trolleys, and reverse-engineered components using SolidWorks and AutoCAD while gaining hands-on experience in quality control, CMM, 8D/CAPA, and GDandT.

# Customer Service Executive

Teleperformance, Indore

July 2020 - November 2020 Indore

• Developed strong interpersonal skills by managing customer interactions, resolving queries, and conducting satisfaction surveys, ensuring high-quality service and building good customer relationships.

# PROJECTS

Smart Grid Fault Detection and Performance Prediction (Machine Learning) ( Github )

September 2025

- Conducted **EDA on 50,000+ smart grid records** (voltage, current, power, renewables, environmental factors) to identify drivers of faults and efficiency.
- Built fault detection models (Logistic Regression, Random Forest, XGBoost, CatBoost) with SMOTE for imbalance handling; best model achieved 91.8% accuracy (Random Forest) though recall for minority class remained low.
- Developed efficiency prediction models (Linear Regression, Random Forest, LightGBM, CatBoost), achieving R<sup>2</sup> = 0.999, RMSE = 0.57 (CatBoost) for highly accurate power efficiency forecasting.
- Tools

Tech: Python (Pandas, Scikit-learn, Gradient Boosting, XGBoost, LightGBM, CatBoost), Matplotlib/Seaborn, SMOTE, StandardScaler.

- Conducted exploratory data analysis on hotel booking data (119,390 rows, 32 columns) to identify trends in customer behavior, booking patterns, and cancellation rates.
- Performed data cleaning, missing value treatment, and outlier handling to ensure dataset accuracy.
- Generated descriptive statistics, time series trends, segmentation analysis, and cancellation analysis to uncover actionable insights.
- Created visualizations to identify factors affecting booking cancellations, seasonal demand patterns, and customer preferences.
- Delivered recommendations to reduce cancellations and improve occupancy rates.
- Key Tools Used: Python, Pandas, NumPy, Matplotlib, Seaborn, Microsoft Word, PowerPoint

# Bank Customer Relationship Management (Power BI Project) ( Github )

February 2025

- Analyzed banking customer data using SQL to uncover churn patterns based on credit score, tenure, product holdings, and demographics.
- Built an interactive Power BI dashboard to visualize KPIs such as churn rate, average balance, and customer segments.
- Transformed raw banking data into strategic insights to support customer retention and engagement strategies.
- Key Tools Used: SQL, Power BI, Microsoft Excel

# IPL RCB Performance Analysis (SQL Project) ( Github )

February 2025

- Analyzed Royal Challengers Bangalore's historical IPL performance using SQL to identify trends in batting, bowling, and team strategies.
- Evaluated player statistics such as runs, strike rates, and economy rates to aid in team selection and auction decisions.
- Processed large datasets to detect key performance patterns, supporting smarter player retention and investment choices.
- Created detailed reports highlighting team strengths, weaknesses, and areas for improvement.
- Key Tools Used: SQL, MySQL Workbench, Microsoft Word, PowerPoint

# Zomato Restaurant Data Analysis (Excel Project) ( Github )

November 2024

- Collected, cleaned, and processed restaurant data using Excel to ensure data quality and consistency.
- Identified key patterns, trends, and KPIs to assess business growth opportunities.
- Developed reports and dashboards to support data-driven decision-making for restaurant management strategies.
- Key Tools Used: Microsoft Excel

### **CERTIFICATIONS**

# Deloitte Data Analytics Job Simulation Deloitte (Link)

June 2025

Completed the Deloitte Australia Data Analytics Virtual Internship (Forage), gaining hands-on experience in data analysis, forensic technology, and business intelligence using Tableau. Applied data-driven decision making by analyzing telemetry data, identifying inefficiencies, and creating dynamic dashboards to support business insights.

### Professional Certificate Course In Data Science Newton School

July 2024

- Pursuing an intensive, multi-phase certification covering data analysis, business intelligence, machine learning, and deep learning, aligned with real-world industry roles.
- Gaining hands-on expertise in tools like Advanced Excel, SQL, Power BI, Python, and key libraries (NumPy, Pandas, Matplotlib, Seaborn) through projects and case-based learning.

### **SKILLS**

Computer Languages: SQL, Python

Data Tools: Power BI, NumPy

Software Packages: MySQL, Excel, Matplotlib, Pandas

Soft Skills: Communication Skills, Responsibility, Critical Thinking, Teamwork, Research, Decision-making, Time

management, Team Building, Verbal/nonverbal communication, Interpersonal communication

Others: Analytics, Microsoft Office