Saubhagya Monal

LinkedIn • Github • Leetcode

PROFESSIONAL SUMMARY

Experienced in procurement, ERP, and data analytics, specializing in process optimization and cost reduction. Skilled in Python, SQL, Excel, and data visualization, leveraging data-driven insights to enhance efficiency and drive strategic business decisions.

EDUCATION

Bachelor of Technology (Mechanical Engineering)

Maharashtra Institute of Technology

Intermediate (Class XII)

Scottish Public School

Grade: 60.0%

EXPERIENCE

Production Engineer

Valmet Technologies Services

July 2023 - July 2024

Pune

2019 - 2023 Grade: 8.1/10.0

2016 - 2018

- Spearheaded resource allocation and scheduling optimization strategies, decreasing lead times by 15% and reducing inventory overstock by 10%.
- Managed end-to-end procurement cycles using Encompix ERP, cutting component costs by 10% and achieving 8% annual savings through vendor negotiations.
- Crafted and implemented custom analyses via Excel-based dashboards to investigate and inform vendor performance, collectively contributing to a 7% reduction in procurement costs and 10% overall cost savings.
- Partnered with cross-functional teams to align purchasing and project execution goals, leveraging statistical methodologies to generate strategic insights that guided decision-making and maintained 95% on-budget project performance.

PROJECTS

Uber Partner App: A/B Testing (EDA, Statistics) (Github)

July 2025

- Evaluated a new app design by analyzing an A/B test of 54,681 users, concluding that it did not provide a statistically significant improvement in the first ride completion rate (p-value = 0.5168).
- Identified that the Referral signup channel was the most effective for driver activation, with a completion rate of 19.89%, which was found to be statistically significant (p-value = 0.0000).
- Found a statistically significant negative correlation (Pearson Coefficient = -0.3565) between the time taken for a background check and the time to add a vehicle, providing a key insight for streamlining the onboarding funnel.

RFM Segmentation and Customer Insight Analysis (EDA, Python) (Github)

July 2025

- Conducted RFM analysis to segment over 10,000 customers, categorizing purchasing behaviour and life cycle value to identify high-potential customer groups.
- Analyzed key findings to identify high-value segments, including 219 "Big Spenders" (Rs.167,237.19 revenue) and 162 "Champions" (Rs.142,296.46 revenue).
- Formulated and communicated actionable insights and strategic recommendations for marketing campaigns, projected to boost customer engagement by 25% by tailoring outreach to specific customer segments.

Analytical CRM Development for Banking Sector (Power BI, SQL) (Github)

March 2025

- Analyzed customer churn patterns using SQL and Power BI to interpret account balances across regions, identifying France and Germany as leading with 40.7% (Rs.311.33M) and 39.28% (Rs.300.4M) of the total balance, informing regional retention strategies.
- Developed interactive dashboards with DAX and slicers to visualize KPIs, churn trends, and customer behavior on 2019 churn rates (25.0% for females, 15.4% for males) to guide targeted retention initiatives.
- Discovered critical churn drivers related to product holdings (1409 exited with 1 product vs. 3-4 products), providing data to guide product feature and bundle development for retention.

IPL Analysis - Optimizing RCB's Player Auction Strategy (SQL, MS Excel) (Github)

February 2025

• Delved into IPL data using advanced SQL, confirming RCB's 2.601 runs. Findings supported strategic recommendations for analysts, refining draft decision-making.

• Dissected complex team and player performance metrics, including RCB's 100% win rate at Sardar Patel Stadium, 60% at M.Chinnaswamy Stadium, and 9 matches won in 2013, forming the basis for actionable game strategies.

AstroSage Call Center Performance Analysis (MS Excel) (Github)

December 2024

- Utilized comprehensive data cleaning and analytic techniques on over 90,000 call log records from 16 tables, enhancing data integrity and ensuring reliable data for decision-making.
- Executed in-depth analysis of call trends (avg. 246 daily calls) and agent performance (avg. 1.88 calls/agent/day) to pinpoint peak-hour inefficiencies and inform operational decision-making.
- Communicated key findings, identifying that 12.4% repeat callers generated 72% of all calls, which informed strategic improvements for the call center.

CERTIFICATIONS

Data Analyst Certification Newton School (Link)

March 2025

- Utilized key tools like MS Excel, SQL, and Power BI to clean, analyze, and visualize data, building a strong foundation for data-driven insights.
- Gained hands-on experience in Excel modeling, SQL querying, and creating professional Power BI dashboards for business reporting.

Deloitte Data Analytics Job Simulation Forage (Link)

January 2025

- Completed a Deloitte job simulation involving data analysis and forensic technology
- Created a data dashboard using Tableau
- Used Excel to classify data and draw business conclusions

Professional Certification Course in Data Science Newton School

November 2024

• Pursuing a Data Science Certification Course from Newton School, gaining hands-on experience in Excel, SQL, and Power BI to enhance analytical and problem-solving skills.

SKILLS

Computer Languages: SQL, Python, Machine Learning

Data Tools: Power BI, NumPy, PostgreSQL

Software Packages: OpenCV, Excel, MySQL, Matplotlib, Pandas

Additional Courses: Data Structure

Soft Skills: Communication Skills, Teamwork, Written communication, Verbal/nonverbal communication

Others: Tableau, Analytics, Spreadsheet, Microsoft Office, Git and Github