

Aditya Patel

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Professional Experience

Business Analyst

Feb 2022 - Mar 2023

Capline Services

India

- Managed the RCM service for USA-based clinic and hospital clients, overseeing **12 providers** across **4 clients**
- Provided bi-weekly comprehensive reports, detailed provider credentialing status with multiple insurance carriers
- Executed **upselling** strategies to enhance service offerings when necessary, ensuring client satisfaction and value addition
- Led the **onboarding process** for new clients, ensuring a seamless transition, and meticulously managed highly sensitive data.
- Utilized **SQL** for data analysis, and **Excel** for effective visualization

Senior Business Development Associate

Dec 2019 - Jul 2021

Byjus Think & Learn, Pvt. Ltd.

New Delhi, India

- Executed **pre-sales** and **sales** in a Business-to-Customer (B2C) direct selling mode
- Utilized **cold calling** and conducted seminars to effectively promote and sell the product
- Achieved a remarkable surge in weekly sales, escalating the average from **\$2,400** to **\$7,200** over a span of 1.5 years, with the **peak reaching \$12,000**
- Emphasized relationship building as a key element in securing successful deals and fostering **client satisfaction**

EDUCATION

M.S. in Data Science

Sep 2023 - Present

NJIT - Ying Wu College of Computing

Newark, NJ

- Relevant Coursework: Machine learning | Deep learning | Big Data | Data Mining & Analytics | Data visualization
- Attained a perfect **4.0 GPA** across all subjects

Bachelor of Technology, Mechanical Engineering

Aug 2015 - Jul 2019

Dr. A. P. J. Abdul Kalam Technical University

India

- Relevant Coursework: Calculus | Probability and Statistics | Discrete Mathematics

PROJECTS

American Sign Language Interpretation with Computer Vision

Implemented a Machine Learning project in Computer Vision dedicated to American Sign Language interpretation. Employed a CNN model with 27 classes, including 26 letters and one blank category. Utilized resource optimization strategies to achieve an impressive 93% accuracy. The system efficiently translates Computer Vision input into audio output using Google Text-to-Speech (gTTS), demonstrating the practical application of machine learning in communication facilitation. Streamlined data preprocessing, leveraging `remove.bg` in Python for an 87% size reduction and enhanced model runtime. Ensured seamless collaboration by hosting the project on GitHub for efficient version control and collaboration.

Universal Athlete Contract Database Management:

Developed an SQL-based Database Management System optimizing athlete contract data retrieval. Leveraged generative AI to generate synthetic data, ensuring model robustness while prioritizing privacy considerations. The system disruptively eliminates intermediaries in sports transactions, connecting players directly with clubs, thus circumventing traditional intermediaries, scouts, and agents.

CERTIFICATIONS

Corporate Finance Institute® (CFI)

May 2021

AWS Cloud Practitioner

SKILLS

Programming Languages : Proficient in Python, and SQL.

Data Analysis Tools and Frameworks: PowerBi, Scikit-learn, Numpy, Pandas, Excel

Technical Skills : Data Analysis, Data Visualization Techniques, Data Manipulation.

EXTRACURRICULAR ACTIVITY

- Held leadership roles in multiple college organizations including ISTE, SAE, and Student Activity Council during undergraduate studies