# MANSI VARSHNEY

MTech (Industrial and Management Engineering)

# ACADEMIC DETAILS

YEAR	DEGREE	INSTITUTE	CPI/%
2020-2022	M.Tech. (Industrial & Management Engineering)	Indian Institute of Technology, Kanpur	9.27
2016-20	B.Tech. (Textile Engineering)	U.P. Textile Technology Institute, Kanpur	9.22
2015	Class XII (ISC)	M.T.M.H. Secondary School, Kanpur	93.25%
2013	Class X (ICSE)	M.T.M.H. Secondary School, Kanpur	92.60%

# **INTERNSHIP**

## **Data Science Intern, Harvesting India Private Limited**

(May'21 – July'21)

#### Product Recommender System based on Customer Purchase History ☐

- The aim of this project was to recommend crops to buyers based on their purchase history to increase sales
- Analyzed data statistics, performed EDA, data visualization and for generalized recommendations, Popularity based recommender system was built
- The project mainly focused on Collaborative Filtering model and both User-based and Item-based filtering techniques were implemented
- Similarity measures like Euclidean distance, Pearson correlation, Cosine Similarity were used to calculate similarities among user's behavior
- Singular Value Decomposition (SVD) based on Matrix Factorization algorithm was used in building recommender engine
- For evaluation RMSE, MAE values were used, and Sci-kit Surprise Library was used to build a Collaborative filter based on SVD

#### **ACADEMIC PROJECTS**

### Amazon Fine Food Review Classification (Applied Machine Learning) ☐

(Mar'21 – Apr'21)

- The dataset consists of 568,454 reviews of Amazon fine food from Oct'1999 to Oct'2012 with 10 features
- Classified sentiment based on review text, performed data cleaning and pre-processing by Stop-word removal, tokenization, Stemming, Lemmatization
- Executed Feature Extraction Techniques Bag of Words, TF-IDF, Word2Vec, Avg-Word2Vec, TF-IDF Word2Vec
- Applied Models K-Nearest Neighbors, Naïve Bayes, Logistic Regression, Support Vector Machine, Random Forest, with k-folds CV
- Used Accuracy, Precision, Recall and F1-Score as evaluation metrics for comparing models

# <u>Analysis of Advertising media on Sales</u> (Statistical Modelling for Business Analytics) ☐

(Aug'21 - Sept'21)

- The dataset consists of the sales of product in 200 different markets with advertising budget of three different media TV, radio, newspaper
- Carried out Multivariate Statistical Regression analysis verifying all Regression Assumptions
- Performed EDA, analyzed correlation matrix, performed test for heteroskedasticity
- Checked for multicollinearity using VIF (Variance Inflation factor) and looked for omitted variable bias
- Feature elimination is done using RFE (Recursive Feature Elimination) based on p-value and adjusted R-squared value for evaluation

# **Store Item Demand Forecasting** (Time Series Modelling for Business Analytics)

(Jan'21 - Feb'21)

- Predicted 3 months of sales for 50 different items in 10 different stores from past 5-year sales data using time series techniques
- Decomposed Time series into its component to analyze **Trend**, **Seasonality**, and **noise**
- Checked Stationarity using ADF-test (Augmented Dickey-Fuller) and stationarised time series by Differencing(d)
- Plotted PACF (Partial Autocorrelation function) and ACF (Autocorrelation function) to find optimal parameters p, d, q
- AR, MA, ARMA, ARIMA, SARIMA time series models applied and used RMSE and MAPE as evaluation metric

# <u>Customer segmentation to define marketing strategy</u> (Data Mining and Knowledge Discovery) ☐

(Oct'20 – Nov'20)

- The dataset consists of 541909 transactions occurring between Dec'2010 and Dec'2011 with 8 features
- Analyzed 3 customer segments based on Recency, Frequency, and Monetary, applied Feature Engineering, performed Standardization
- Used K-Means Clustering with 3 clusters based on Elbow Method and Silhouette Analysis
- Used **Agglomerative** and **Divisive Hierarchical Clustering** with 3 clusters based on Dendrogram

# <u>Designing bank form in HTML and storing in database</u> (Computer Aided Decision Systems) ☐ • Designed a bank form in **HTML** and stored the data into MariaDB database

(Mar'21 – Apr'21)

- The values filled by user were passed to PHP script and through PHP the data was stored into database of MariaDB
- Built Entity Relationship diagram and related schema to display and analyze database and represent relationships among various entities used

# **COURSEWORK AND SKILLS**

Academic	Data Mining   Probability & Statistics   Applied Machine Learning   Statistical Modelling for Business Analytics   Introduction to Computing	
Courses	Market Research   Operation Research   Computer Aided decision System	
Online	Statistics for Data Science and Business Analysis   Econometrics   Time Series Analysis in python   Python for Data Science and Machine	
Courses	Learning   Data Visualization using Tableau	
Technical	Machine Learning   Statistical Analysis   Natural Language Processing   Python (Numpy, Pandas, Scikit-Learn, Matplotlib, Seaborn,	
Skills	Statsmodels, NLTK, Regex)   R   PHP   SPSS   HTML   Tableau   MS Excel   SQL	
Soft Skills	Critical Thinking, Problem Solving, Teamwork, Effective Communication, Adaptability	

## **POSITION OF RESPONSIBILITY**

Senior Webinar Coordinator, IME Department, IIT Kanpur – organized webinars and attended Guest Speakers
PG Senator Y20, Student Council, IIT Kanpur – responsible for bringing issues faced by PG students to the students' senate
Junior Webinar Coordinator, IME Department, IIT Kanpur – organized webinars and prepared Minutes of Meeting
(Sept'20 - July'21)

• Teaching Assistant for the course Enterprise Integration with IT, IME Department, IIT Kanpur

(Sept'20 - July'21) (Aug'21 - Present)

## **ACHIEVEMENT AND EXTRA CURRICULAR ACTIVITIES**

- Awarded 5-star Gold Badge in SQL under specialized skills at HackerRank ☐
- Secured All India Rank 8 in TF GATE 2020 with GATE score of 859 and 99.49 percentile
- Silver Medalist for securing overall 2<sup>nd</sup> rank in BTech held at Lucknow, awarded by Dr. APJ Kalam Technical University, Uttar Pradesh
- Awarded with **Certificate of Appreciation** for securing **1**<sup>st</sup> **rank in BTech** in the session 2017-18 in Uttar Pradesh Textile Technology Institute
- Won 3rd prize in wall painting in TEXUP "We Knit the World Together" 2K17 among 15 such teams held at the Technical Fest of UPTTI, Kanpur
- Secured overall percentile of 72.30 in Indian Intelligence Test, An Innovation Aptitude Test in 11th standard under IIT BHU