

# NEELESH NAGPAL

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## EDUCATIONAL BACKGROUND

Birla Institute of Technology and Science, Pilani (BITS Pilani) | Dubai, UAE

Sep 2020- Aug 2024

- CGPA: 9.6/10 | BITS Merit Scholarship Recipient | Graduated top 1% of Batch
- Coursework: Database Management Systems, ML/AI, Data Science, Probability & Statistics, Business Strategy & Operations
- Leadership Progression : Treasurer → Vice President → President, Finance & Management Club

## KEY COMPETENCIES

Databases: MySQL, SSMS, SQL Dev

MS Office: Excel, Powerpoint

Data: Matplotlib, EDA

Languages: Python, SQL

ML/DL: Numpy, Scipy, Sklearn

Dashboards: PowerBI

AI Prototyping: Lovable, Cursor

AI Automation: Relevance AI, n8n

Data Warehouse: Oracle ADW

## PROFESSIONAL EXPERIENCE

Oasis Investment Company (Al Shirawi Group ) | Dubai, UAE

Jan 2025-Present

Business Intelligence Developer

- Delivered 10+ interactive Power BI dashboards, cutting manual reporting time by 30% and enabling faster, data driven decision-making
- Built predictive sales models in Python that improved forecast accuracy by 18%, allowing business leaders to adjust strategy proactively and reduce revenue volatility
- Built a SQL procedure to produce historical outstanding ageing snapshots by customer and invoice, helping finance track collector performance, identify inefficiencies, and realize ~AED 30,000 in savings
- Influenced executive strategy by presenting a BI roadmap and Data Warehousing concepts to 100+ senior stakeholders, strengthening alignment between technical and non-technical teams

Saarthak Trading Company | Delhi, IN

Aug 2024-Jan2025

Jr Product Analyst (Contract)

- Drove end-to-end product strategy for the launch of Robbers, a new e-commerce apparel brand, completing market entry within 4 months and establishing a scalable foundation for growth
- Designed and delivered a high-fidelity MVP in just 4 weeks, complete with core e-commerce features, and validated workflows through testing with 10 early adopters, reducing rework risk
- Built SQL-based and Power BI backed KPI monitoring system to track campaign performance, uncovering optimization opportunities that increased promotion ROI by 15%

ESRI Global | Sharjah, UAE

Aug 2023-Jan 2024

Software Developer Intern - Spatial Analytics

- Integrated 100+ STAC APIs into Esri's Python API, expanding access to 1M+ geospatial datasets and strengthening product competitiveness in global GIS markets
- Automated cloud data integration workflows with Python, cutting manual effort by ~4 hours per cycle per week and boosting team productivity
- Created 20+ analytics notebooks demonstrating real-world use cases, accelerating developer onboarding and increasing adoption of Esri's Python Toolkit among enterprise clients

## PROJECT EXPERIENCE [\[View Portfolio\]](#)

- AI Agent Suite for Sales & Support Automation | Tools: n8n, Relevance AI, OpenAI API, Firecrawler, Twilio
- Netflix Product Teardown | Identified key pain points in Netflix's marketing funnel for untapped market through journey analysis
- Stock Market Sentiment | Built an NLP-driven sentiment analysis model to predict stock market trends based on financial news
- Customer Segmentation | Engineered a Python-based ML pipeline analyzing 100K+ records, boosting churn prediction accuracy to 90%

## PROFESSIONAL CERTIFICATIONS

- [Oracle Cloud Infrastructure 2025 Certified AI Foundations Associate \(1Z0-1122-25\)](#)
- [Oracle Cloud Infrastructure 2025 Certified Generative AI Professional \(1Z0-1127-25\)](#)