

GOVIND PATWAL

PYTHON PROGRAMMER | ML ENGINEER

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PROFESSIONAL SUMMARY

Experienced professional with 13+ years of IT experience. 5 years of R, SQL and Python experience. 6 years of experience as a Project Manager and 7 years as a Sales Manager. Bachelor Degree in Computer Applications/Science. Python certificate from University of Michigan, and Data Analytics and Visualization certificate from the UofT.

TECHNICAL SKILLS

- **Primary Language:** Python 3
- **Database:** PostgreSQL
- **Python Libraries Exposed to:** pandas, numpy, matplotlib, plotly, pyspark, json, pytest, tensorflow, sklearn, psycopg2, sqlalchemy
- **Python Framework:** Flask
- **Primary Source-Code Editor:** VS Code
- **Primary Source Code Hosting Service:** GitHub
- **Other Languages/Tools Exposed to:** MongoDB, Tableau (Data Analysis), AWS RDS (Cloud), S3, HTML, R, JavaScript, C++, Linux

TRANSFERABLE SKILLS: From Experience as a Sales and Project Manager

Project Management (Agile & Waterfall)	Result-Oriented	Teamwork
Critical and Analytical Thinking	Creative Problem-Solving	Time Management
Attention to Detail	Team Management	Oral and Written Communication

CERTIFICATIONS

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| ● Python 3 Programming Specialization University of Michigan on Coursera | 2021 |
| ● Certificate in Data Analytics and Visualization A+ UofT | 2020 |
| ● Pandas - Certificate of Completion Kaggle | 2021 |
| ● Python - Certificate of Completion Kaggle | 2021 |
| ● Executive Certificate in Marketing Analytics and Customer Valuation IIM-K | 2017 |
| ● Statistics Foundations: 1, 2 and 3 Lynda.com | 2017 |
| ● Business Analytics with Excel Simplilearn | 2017 |
| ● Data Science with R Simplilearn | 2017 |
| ● PMP PMI 2013 - 2016 | 2013 |

EDUCATION

Master's Degree | Sikkim Manipal University, India 2010
Business Administration (Major - Information Systems)

Bachelor's Degree | Indira Gandhi National Open University, India 2006
Computer Applications/Science

WORK EXPERIENCE | Field - Python Programming and Data Science

Software Developer

TD Securities | Toronto, Canada

Apr 2022 - Present

TD Securities is a Canadian investment bank and financial services provider that offers advisory and capital market services to corporate, government, and institutional clients worldwide. The firm provides services in corporate and investment banking, capital markets, and global transaction services.

Data-Science Intern

RTS Automation | Toronto, Canada

May 2021 - Apr 2022

RTS Automation provides Manufacturing Business Intelligence along with “Leading technologies” to achieve Manufacturing Operational Excellence.

- Translated RTS management and partner requirements and suggestions into IT solutions in Python
- Extracted raw and unorganized data and transformed into usable data using Pandas in Jupyter Notebook
- Created a proof-of-concept (POC) in Python using Flask as the Framework, Random Forest as the ML model, PostgreSQL as the DB, and AWS RDS as the cloud data storage.
- Refactored code multiple times - created as many as 15 versions of an app, each time improving code's quality and documentation (functionality, speed, and readability)
- Provided intuitive visualization using interactive bar, pie and time series graphs using plotly.express and plotly.graph_objects
- Delivered improvements in sprints of 1 or 2 weeks, many times by quickly learning new skills

WORK EXPERIENCE | Field - Sales Management

Account Manager

Dell Technologies | Toronto, Canada

2018 - 2022

- Target (Revenue) Attainment | FY22 | 124%
- Recognized and promoted two times in 3 years because of team-initiatives and consistently exceeding quota targets
- Volunteered to improve a major KPI of the team. Analyzed past data, formulated a plan, convinced team-members of the why, ensured execution by weekly encouragement and accomplished a 20% increase in the KPI. Took the team on the top of the team standings for that KPI
- Volunteered to master a mission-critical new tool. Became the go-to for the tool resulting in increased adoption and success
- Volunteered to be a First Aider, and the Fire Warden Team Lead

Territory Account Manager

Adobe | New Delhi, India

2016 - 2018

- Awarded with Sales Achievement Award
- Recognized by the Business Unit (BU) Manager and awarded with the **Top Customer Advocate** Award for being the Number 1 rep in the area of customers satisfaction and feedback
- Volunteered to improve the voicemail call-back of the BU (Business Unit). Analyzed past data, prepared scripts and motivated the team.

Sales Manager

DeFacto Infotech | Chandigarh, India

2014 - 2016

- Increased new business by about 30%, response rate by about 20%, and conversion rate by about 10% by improving intra and inter team collaboration.
- Started a new revenue model increasing the top and bottom line of the company
- Volunteered to act as a Scrum-master and saved an important project

WORK EXPERIENCE | Field - Project Management

Project Manager

Sebiz Infotech | Chandigarh, India

2008 - 2014

- Successfully managed over 200 SEO projects under a multitude of Scope, Time, Cost, and Resource constraints
- Streamlined processes in my team resulting in decreasing idle time and doubling productivity in strategic areas
- Invented several new services and developed ways to monetize them