

SOHAN GOWDA

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PROFESSIONAL SUMMARY

Results-oriented Operations Specialist with a strong background in streamlining business processes, improving team productivity, and driving operational efficiency. Proven success in managing end-to-end operations, optimizing workflows, and supporting project execution across diverse teams and functions. Adept at strategic planning, stakeholder coordination, and delivering outcomes aligned with business goals. Looking to bring my operational expertise, problem-solving ability, and cross-functional experience to contribute to your organization's continued growth and efficiency.

EDUCATION

MSc., ENGINEERING MANAGEMENT – GRADUATED WITH MERIT

NOV 2021

COVENTRY UNIVERSITY, THE UNITED KINGDOM.

Major In: Project Management, Financial Decision Making and Risk Analysis, Management of Quality, Industrial and Global engineering strategy, Global Lean and Agile Operations, Optimization and Simulation.

BE., MECHANICAL ENGINEERING

JUNE 2019

BANGALORE INSTITUTE OF TECHNOLOGY, BANGALORE, INDIA.

EXPERIENCE

OPERATIONS SPECIALIST, Effi Flo | INDIA

APRIL 2024 – PRESENT

- Spearheaded end-to-end automation of recruitment workflows using Clay, Make, N8N, and Zapier, resulting in 65% reduction in manual tasks and 40% increase in candidate sourcing efficiency
- Engineered personalized outreach campaigns through Lemlist and HeyReach integration, achieving 28% higher response rates than industry average
- Designed and implemented sophisticated lead identification and qualification systems using AI tools that increased potential client conversion by 35%
- Architected reusable workflow templates for candidate screening, increasing client conversion timelines by 40%.
- Took end-to-end ownership of operations, productizing services into scalable offerings using no-code AI tools and custom-built logic.
- Trained team members on AI automation tools, establishing standardized operating procedures that improved workflow consistency by 75%

DATA SCIENTIST INTERN, AiSPRY | BENGALURU, INDIA

OCT 2023- MAR 2024

- Developed a GPT-3.5-powered conversational agent, increasing site engagement by 10% monthly and contributing to a 30% rise in revenue.
- Built a moving average forecasting model for inventory management, reducing waste by 10% for a major TMT rods distributor.
- Collaborated on machine learning models for customer churn prediction, improving retention rates.
- Developed data pipelines and dashboards using Python, Pandas, and Power BI to monitor business metrics and extract insights.

OPERATIONS COORDINATOR

Staffline Group PLC | BIRMINGHAM 2022 COMMONWEALTH GAMES | ENGLAND

JUNE 2022 – AUG 2022

- Integrated planning of the village sites for 7500+ athletes
 - Created detailed plan of arrival & departures for the athletes from 72 countries using ADS software
 - Responsible for village service levels, operational management & management of workforce and volunteers
 - In charge of procurement of sharp bins across all 4 villages
 - Coordinated between OC and site owners/managers and other activities during pre & post games
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OTHER EXPERIENCES

- **ENGINEERING INTERN, HINDUSTAN AERONAUTICS LTD. | BANGALORE, INDIA** **AUG 2018 & JAN 2018**
 - **PROJECT INTERN, MACHO INDUSTRIES | BANGALORE, INDIA** **FEB 2018 – MAR 2018**
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Skills & Tools

- **AI & No-Code Ops:** Clay, n8n, Make, Apify, Zapier, Voiceflow, Relevance AI, Notion, Airtable
 - **CRM Platforms:** Attio, Loxo, Crelate
 - **Data Analysis & Visualization:** Python, Pandas, Power BI, MS Excel, SQL
 - **Machine Learning & AI:** Scikit-Learn, TensorFlow, PyTorch, GPT models, BERT, Transformers
 - **Web Development:** HTML, CSS, JavaScript(Pursuing)
 - **Campaign & Lead Tools:** Lemlist, Smartlead, HeyReach
 - **Project Management:** Lean Methodology, Agile, Process Optimization
 - **Other Tools:** BeautifulSoup, Selenium, AutoCAD, SolidWorks
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CERTIFICATIONS

- Data Science certification from 360DigiTMG and The State University of New York
 - Machine Learning with Python by IBM
 - Power BI and SQL certification from 360DigiTMG
 - Professional Consulting (Level 7) from Chartered Management Institute (CMI)
 - Strategic Management and Leadership (Level 7) from CMI
 - HTML, CSS from Internshala
 - AutoCAD, NX CAD/CAM from CADD Centre, Bangalore
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PROJECTS

- **End-to-End Recruitment Automation System** - Designed comprehensive workflow automation for talent acquisition, reducing hiring time by 40% and improving candidate quality
 - **AI-Driven Lead Generation Engine** - Built personalized outreach system with 85% automation, increasing conversion rates by 32%
 - **Customer Churn Prediction Model** - Developed machine learning solution that improved retention by identifying at-risk customers with 87% accuracy
 - **Sales & Production Forecasting** - Created time-series models that improved inventory management by 25% and reduced stockouts by 18%
 - **AI Chatbot Development** - Implemented conversational AI solution that handled 65% of customer inquiries automatically
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ACHIEVEMENTS

- Won 2nd place in interschool chess competition
 - District-level participant in club Cricket tournament held in Bangalore
 - Volunteer for Dettol: Spread awareness of personal hygiene to four government-aided schools
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LANGUAGES

English, Kannada, Hindi, Telugu, French (reading and writing)

HOBBIES

Sporting, exercising, terrace gardening

DECLARATION

I hereby declare that all the above-mentioned information is true to the best of my knowledge.

Place: Bangalore Date: 06/08/2025