Ashish Singh

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Portfolio Website : https://ashish-singh-datascientist-dataanalyst.github.io/

Dynamic and multilingual Business Data Analyst with over 5 years of progressive experience in data analysis, machine learning, and business analytics. Passionate about enabling organizations to harness the power of data for strategic decision-making and innovation. Proven ability to optimize business efforts by predicting trends, analyzing complex datasets, and delivering actionable insights that drive revenue growth and market share.

WORK EXPERIENCE

MKU Limited   **Kanpur, Uttar Pradesh, India • 08/2022 – 05/2024**
Defense Technology.
Sr. Business Data Analyst • Full-time

- As a Business Data Analyst at MKU LIMITED, I have excelled in various responsibilities critical to the defense technology sector : Encompassing purchase & procurement, quality assurance, research & development, sales & marketing, accounts & finance and manufacturing & production processes.

- Key Responsibilities :

- Developed and implemented data frameworks to analyze sales data across regions and product categories.

- Conducted in-depth sales report analysis to identify trends and areas for improvement.

- Researched competitors' strategies and market dynamics to inform business decisions.

- Generated forecasts and projections supporting strategic decision-making.

- Collaborated with cross-functional teams to drive revenue growth initiatives.

- Prepared detailed reports, presentations, and interactive dashboards for stakeholders.

- Contributed to research plans and stayed updated on industry data analysis trends.

- Curated and tracked Key Performance Indicators (KPI's) and Key Responsibility Areas (KRA's) for concerning department and their HOD's.

- Revenue Generated, Win Rate, Participation Rate, Number of actionable insights, Accuracy of Insights, Stakeholder Interactions etc.

- Presented data insights to stakeholders.

- Collaborated with CRM, ERP & Dynamics NAV team on dashboard and report development.

- Clarified commercial data requirements for analysis.

- Analyzed complex defense technology project data, including procurement, R&D, QA, manufacturing & production

- Facilitated project communication and provided strategic insights to senior management.

- Monitored project performance, optimizing efficiency and mitigating risks.
- Ensured strict confidentiality and security of defense-related information.

Freelancer.Com
Bangalore, Karnataka · 09/2021 – 07/2022

Aptech, Uncodemy, Intellipath

Data Science & Analytics Trainer · Teaching

- As a Data Science, Machine Learning, and Business Analytics Trainer at Freelancer.com, I have successfully trained operations and service engineers of Delhi Metro Rail Corporation (DMRC) in developing a cutting-edge machine learning algorithm to optimize and schedule metro railway operations. Additionally, I have explored innovative crowd controlling algorithms to tackle sudden rush during peak hours.
- As a recognized expert in my field, I have also served as a guest lecturer at various prestigious educational institutions across India, including Ramachandran International Institute of Management RIIM - Pune,
- Gandhi Institute of Engineering & Technology University (GIETU, Odisha) , Symbiosis Noida - Pune,
- Galgotias University (Noida) , and many more.

Gv Cloud Secure
Noida, Uttar Pradesh, India · 06/2021 – 06/2022

Data Scientist

- Key skills included as a data scientist in my day to day tasks are : query languages like SQL, Hive. Familiarity with Scala. regression, maximum likelihood estimators, etc. Proficiency in statistics is essential for data-driven companies. Bayes, SVM, Decision Forests. Multivariable Calculus and Linear Algebra is important as they form the basis of a lot of predictive performance or algorithm optimization techniques. job description. encoded data technical audience.
- Programming Skills - knowledge of statistical programming languages like R, Python, and SSMS.
- Statistics - Good application of statistical skills, including knowledge of statistical tests & distributions.
- Machine Learning - good knowledge of machine learning methods like K-Nearest Neighbours, Naive Bayes.
- Data Wrangling - proficiency in handling imperfections in data is an important aspect of a data scientist
- Experience with Data Visualization Tools like matplotlib, ggplot, seaborn etc.

Decodr Technologies
Noida, Uttar Pradesh, India · 03/2020 – 07/2021

Associate Data Scientist

- Following are the skills required to perform my day to day tasks are : query languages like SQL, Hive. Familiarity with Scala, Regression, Classification and maximum likelihood estimators, etc. Proficiency in statistics is essential for data-driven companies.
- Programming Skills - knowledge of statistical programming languages like R, Python, and DBMS

- Statistics - Good application of statistical skills, including knowledge of statistical tests, data distributions & Variations.
- Machine Learning - good knowledge of machine learning methods like K-Nearest Neighbors.

Solar Secure Solutions
Junior Data Scientist

Kanpur, Uttar Pradesh, India • 09/2019 - 02/2020

- Unit - 2 D 4E Site - 1 Panki Industrial Area, Kanpur Nagar - 208020 Here, I worked with SCADA (Supervisory Control and Data Acquisition) systems, which allow the user to have full visual control and data accessibility of any medium voltage networked system architecture incorporating remote terminal units (RTUs) and/or protocol capable IEDs. The Gemini SCADA system is easy to configure and can be tailored to suit any control room operation. Scalable and affordable, the system architecture can be simply upgraded to manage future network expansion.
- Technical Details :
- Performed real time data collection, database management and real-time dynamic data display.
- Extrapolated historical collection with real-time and historical trending graphs.
- Managed alarm, event, sequence of event management.
- Provided secure operator supervisory control.
- User-based security & On-line configuration.
- Simplifying system architecture to manage future network expansion. Improving scalability & affordability.

Indian Ordinance Factories - (SAF) Small Arms Factory
Heat Treatment Operator

Kanpur, Uttar Pradesh, India • 11/2018 - 03/2019

- Production reports. Preparations and Operations. Adjusted guides and holding devices, reducing errors from potential misalignment or product movement. Used templates and hand tools to adjust machinery, including alignment of drills, dies, and cutters. Oversaw machine operation to identify defects or malfunctions, making adjustments as necessary. Measured and inspected finished products for defects and compared to work instructions for accuracy.

EDUCATION

Master's in Data Science, Machine Learning & A.I.
Indian Institute of Management (IIM), Lucknow

Lucknow, Uttar Pradesh, India • 04/2020 - 06/2021

Executive Programme
Indian Institute of Management (IIM), Lucknow

Lucknow, Uttar Pradesh, India • 04/2019 - 06/2020

Bachelors Of Technology in Material Science & Metallurgical Engineering
University Institute Of Engineering & Technology • GPA: 6.8

Kanpur, Uttar Pradesh, India • 03/2012 - 12/2017

Intermediate in Physics, Chemistry & Mathematics

Board Of Higher Secondary Education   Kanpur, Uttar Pradesh, India • 01/2011 - 12/2011

High School in Physics, Chemistry & Mathematics

Board Of Secondary Education   Kanpur, Uttar Pradesh, India • 01/2009 - 12/2009

SKILLS

Application Analysis, Azure Data Studio, Big Data, Business Analysis, Business Analytics, Business Case, Business Intelligence Software, Communication, Competitor Analysis, Cross Functional Skills, Customer Management, Customer Relationship Management, Customer Service, Data Acquisition, Data Analysis, Data Availability, Database Management, Database Management System, Database Optimization, Database Queries, Data Cleaning, Data Collection, Data Distribution, Data Driven, Data Extraction, Data Interpretation, Data Mining, Data Science, Data Visualization, Emerging Technologies, Enterprise Resource Planning Software, Forecasting, Jupyter, Key Performance Indicator, Machine Learning, Matplotlib, Microsoft Azure, Microsoft Dynamics NAV, Microsoft Excel, Microsoft Office, Microsoft PowerPoint, Microsoft SQL Server, MySQL, Network Optimization, Performance Tuning, PostgreSQL, Power BI, Predictive Modeling, Problem Solving, Production Process, Product Promotion, Programming Language, Project Communication Management, Project Monitoring, Python, Qualitative Research, Quality Control, Quality Of Results, Quantitative Research, Quantitative Skills, Query Language, Regulatory Compliance, Report Generation, Research, Research and Development, Resource Allocation, Revenue Growth, Risk Analysis, Sales Reporting, SCADA, Scala Programming language, Seaborn, Security Protocol, Senior Management, Sensitivity, SQL, Statistical Analysis, Statistical Programming, Statistics, Strategic Analysis, Strategic Planning, Streamlining Process, Structural Analysis, SWOT Analysis, Systems Design, Tableau Software, Teamwork, Technical Competency, Technology Projects, Visual Management, Visual Studio Code, Workflow Management