Ashish Singh

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

Dynamic and multilingual 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 - 12/2024
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.

- 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 & Machine Learning Trainer

- As a Data Science, Machine Learning, and Business Analytics Trainer, 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 corporational institutes like EY, HCL, Infosys, pwc etc. as well as educational institutions across India, including Ramachandran International Institute of Management RIIM - Pune, Chitkara University - Chandigrah, Jaipuria Institute of Management - Noida.

- 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.

- 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   **Kanpur, Uttar Pradesh, India • 09/2019 - 02/2020**
Junior Data Scientist   **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.
- 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. Oversaw using 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 & Artificial Intelligence
Executive Programme
Indian Institute of Management (IIM),   Lucknow, Uttar Pradesh, India•
Lucknow   04/2019 - 06/2020
Bachelors Of Technology in Material Science & Metallurgical Engineering
University Institute Of Engineering & Technology•   Kanpur, Uttar Pradesh, India•
GPA: 6.8   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

- **Power BI**: Data modeling, DAX, Power Query, data visualization, dashboards, reports
- **Data Analysis**: SQL, Excel, Python, R, statistical analysis, data mining
- **Databases**: Microsoft SQL Server, MySQL, PostgreSQL