**Piyush Sharma**

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*Seeking a challenging career path in an organization where I can make significant contributions.*

**Summary and Skills**

* An astute professional with **10 years**’ experience of using data science and **model building ( GLM, decision tree, clustering etc.) in marketing, consumer behavior, pattern/trend analysis , customer segmentation and pricing**
* Strong **data analysis, predictive modeling and Machine learning** skills using **Python, SAS, R, google Analytics , SQL, power point and advance Excel**
* **Six Sigma Green Belt certified.**

**Professional Experience**

**Data Mining Manager** (Alorica Inc.) *May 2015 – Present*

* Leading a team of three analysts to develop statistical model used for optimization of debt collection.
* Responsible for training and development of center of analytic team.

**Business Intelligence Analyst** (Nebraska Book Company/Neebo) *November 2012 – April 2015*

* Built the pricing strategy model to optimize revenue and gain market share for retail and online customers, resulted in more than $ 2 million gain in revenue.
* Developed a model to calculate depreciation of rental books to determine margin.
* Developed store performance **dashboard by determining KPI** to evaluate performance of each department**.**
* Developed demand planning model resulted in more than $ 1 million saving in inventory.
* **Customer segmentation** by machine learning algorithm to develop customer specific marketing strategy.
* Developed a model to determine the life cycle of the book using machine learning.

**Research Analyst** (University of Missouri Hospital)  *August 2011 – July 2012*

* Developed **Decision Analysis System** using process mapping, usability, and data mining to improve efficiency.
* Develop a model to determine the length of stay and resource allocation for the patient at registration.

***Senior Engineer*** *(Samsung Electronics) March 2006 – December 2009*

* Optimized call handling process by call segmentation using data mining methods resulted in INR 40 Lakhs service cost and increased customer satisfaction.
* Develop a model to determine most desired features for refrigerators using survey and clustering that won best model of year award.

**Engineering Intern (**Maruti Suzuki Limited) *June 2004 – Aug 2004*

* Implemented the Lean Concepts to optimize the process on manufacturing line.

**Academic Credentials**

***M.S****., Industrial and Manufacturing Systems Engineering, University of Missouri, Columbia, USA GPA: 3.33/4.0 (June 2012)*

***B.S****., Mechanical Engineering, National Institute of Technology Durgapur, INDIA*

**Honours and Achievements**

* **Best employee of year award from Samsung Electronics Limited for the year 2008.**
* **Excellent trainee** award by Maruti Suzuki India Limited for summer internship.