

Dany Majard

London based, French, open to relocation
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EDUCATION

| KANSAS STATE UNIVERSITY
PHD MATHEMATICS
Grad. June 2012 | USA

| UNIVERSITÉ AIX-MARSEILLE
MSC THEORETICAL, MATHEMATICAL PHYSICS
Grad. June 2006 | France

SKILLS

PROGRAMMING

Languages :

Python • Spark • SQL • Snowflake •
PostGIS • BigQuery • Gremlin •
Processing • Assembly • Javascript •
L^AT_EX

Machine Learning :

LGBM, XGBOOST, CATBOOST •
sklearn • hydra+Optuna • PyTorch •
PySurvival • ARIMA • Contextual
Multi-Arm Bandit

NLP:

nltk • spaCy • HuggingFace •
PyTorch

Visualization :

Explainability (PDP, SHAP, LIME) •
Geospatial (H3, deck.gl, QGIS) •
Plotting (seaborn, plotly, bokeh,
UpSet, p5.js)

Ops :

hydra, dataiku, AWS, JanusGraph

CERTIFICATES

S2DS FELLOWSHIP

Mini-MBA boosted program for
PhDs to transition to Data Science

HOBBIES

SPORTS

| **HARDCOURT BIKE POLO**

WHBPC'16 1/4 finalist

| **ACROYOGA PRACTITIONER**

BOARD GAMES

| **DEMOING**

Stronghold publishing

| **DESIGNING**

ALP Games (own)

LINKS

Github:// **LeData**

Medium:// **LeData**

EXPERIENCE

PRINCIPAL APPLIED SCIENTIST | SEPT'21 -
Streetbees | **Market Research** | **London, UK**

- Refined and productualized POCs based on topic modeling and clustering:
 - Demand Space/Need State for a global beverage corporation.
 - Competitive Market Analysis for a global food corporation.
- Led a major shift in culture from project-centric to product-centric, establishing the code base and fostering repeatability and CI/CD.
- Refactored and documented the team's code base, reducing delivery time by 4 and allowing quick scaling of the client delivery capabilities.
- Managed and mentored Data Scientists while identifying the major risks, liabilities and opportunities within client delivery when scaling the business.

LEAD DATA SCIENTIST | OCT'18 – AUG'21
Outra | **Real Estate** | **London, UK**

- Built geo-localized FB marketing models, reducing the CPL from £40 to £13.
- Maintained and improved (by 15%) 28 gradient boosted models on 29M UK properties, becoming market leaders and unlocking a £200k contract.
- Combined ML and statistical methods to estimate propensity to move house, resulting in £90k MRR within 6 months at virtually no marginal costs, thanks to an automated ETL, ML and delivery pipeline.
- Used a Contextual Multi-Arm Bandit approach for Offer Mechanic automation for a restaurant chain which, combined with a restaurant segmentation, signed a £100k annual contract.

DATA SCIENTIST | AUG'18
Close Brothers | **Banking** | **London, UK**

- Provided data science expertise as a service for an insurance broker client.
- Delivered predictive models for 60 days cancellation reducing overhead costs for background checks by up to 30%.
- Delivered predictive models for propensity to take financing allowing the earnings for parts of the clientele to be positive in the first year.

HEAD OF SALES - CUSTOMER RELATIONS | NOV'14 – DEC'16
Festka | **Cycling Manufacturing** | **Prague, CZ**

- Increased sales 5x by partnering with 24 stores globally.
- Reduced delivery time by 30% with sales analytics and order mgmt tools.
- Beta tester of Pipefy.com for our manufacturing and sales processes.
- Excelled in customer care, with a satisfaction rate superior to 98%.

POST-DOCTORATE FELLOW | SEPT'12 – OCT'14
Masaryk University | **Prague, Czech Republic**

- Advances own research program on higher cubical categories and groups.
- Developed a course on graphical calculus and monoidal categories.
- Talked at conferences, including Cambridge and Oxford.

PROJECTS

ETHICS // LAW | JAN'19- JAN'20
Working group | **College des Bernardins**

- AI expert in a working group on the impact of autonomous systems on the State of Law to produce a report for the Ministry of Justice.

BLOCKCHAIN // GRAPHS | JUN'18-OCT'18
Cryptocurrency analytics | **Google, Remote**

- Joint work with Allen Day, science advocate @Google. BTC and ETH ledger analysis for improved understanding of on-chain behaviors and dynamics.