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 • LaTeX

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) • Geospacial (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 - May'21
Streetbees | Market Research | London, UK
- Refined and procuctionalized 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.