

Vincent Dsouza

Jr Data Scientist

Newark, CA - Email me on Indeed: [indeed.com/r/Vincent-Dsouza/6eaae5c01a3c77be](https://www.indeed.com/r/Vincent-Dsouza/6eaae5c01a3c77be)

Willing to relocate: Anywhere

Authorized to work in the US for any employer

WORK EXPERIENCE

Jr. Data Scientist

Google - San Jose, CA - October 2016 to Present

- Designed Time Series forecasting model in R to accurately predict with 10% variance the merchant order volume which helped in downstream staffing of fulfillment centers, resulting in 17% revenue increase.
- Developed the Erlang -C model using VBA Excel to forecast the number of multi-channel and multi-vendor contact cases being received at the 3 contact centers, this model helped optimize the staffing needs and cost reduction by 15%
- Used SQL to extract data and analyzed customer transaction data in SAS to develop churn prediction model using support vector machines clustering which provided business insights for custom retention strategies
- Collaborated in developing the Cohort model for cluster analysis of customer segments, the model forecasted potential sales in each market locations which helped optimize store capacity

Data Analyst

City of San Jose - San Jose, CA - August 2016 to October 2016

- Worked for the San Jose City Manager's office by analyzing data of 24 Public Libraries in City of San Jose. Used pandas for ETL, data validation and for analysis used statistical and machine learning packages such as GLM, scikit-learn to develop actionable insights on the impact of programs conducted by libraries.
- Assisting with defect tracking and UAT testing of Business Intelligence Software (Mo Data).

Data Analyst

Bodhtree Inc - Santa Clara, CA - March 2016 to June 2016

- Worked on generating various dashboards in Tableau Server using ETL for different data sources such as Oracle, and SQL Server, Teradata which helped identify opportunities for improving our products
- Developed ad hoc reports, relevant sales KPIs, prepare sales reporting and analysis leveraging Tableau & Salesforce data to address immediate business needs and presented findings in a business centric fashion.
- Implemented Agile methodologies in documenting requirements and translate business problems for an UI product which enabled Sales Engineers to increase volume by 15%.

Product Marketing Analyst

FireEye - Milpitas, CA - June 2015 to September 2015

- Analyzed Salesforce data, developed dashboards & KPI's in Tableau that identified key data points that business needed to evaluate on an ongoing basis
- Performed detailed data analysis of business partner goals, processes, KPI's and factors that impact them which helped improve sales by 18%
- Conducted financial pricing analysis in collaboration with Product Management for determining optimum margins in blade pricing which resulted in sales increasing by 11%.

Business Analyst

CitizenCredit Ltd - Mumbai, Maharashtra - January 2013 to February 2014

- Extracted data from different sources like Oracle and text files using SAS SQL procedures and created SAS datasets. The data set was analyzed to predict customers share of wallet based on purchase, demographic and visit variables, this analysis enabled the bank to upsell financial products.
- Used SQL Queries retrieve and manipulate data from the database for the data validation and routine report generation.
- Involved in SDLC including requirements gathering, designing, developing, testing, and release to the working environment. Developed and maintained Requirement Traceability Matrix (RTM).
- Created wireframes, screens and prototypes to exhibit "Voice of Customer(VOC) concepts" using Axure RP and lead the execution of pre-VOC analysis which enabled product to be adapted 12% faster than forecast

EDUCATION

MBA in Data Science & Business Analytics

Santa Clara University - Santa Clara, CA

2014 to 2016

SKILLS

Python (2 years), Statistical Analysis (2 years), RStudio (2 years), MS SQL (3 years), Statistical Analysis - Time series analysis, Linear Regression, Logistic Regression , Conjoint Analysis (2 years), SAS (3 years), Tableau (2 years), Salesforce (3 years)

CERTIFICATIONS/LICENSES

Salesforce.com Certified Administrator

February 2015 to February 2016

Scrum Fundamentals Certified

September 2016 to Present

ADDITIONAL INFORMATION

Academic Projects

Data Analysis using Python: Kaggle Competition Rossmann Stores: Predictive modelling of sales using store, promotion and competitor data for 1115 stores across Germany using Linear Regression and Random Forest techniques.

Twitter Analysis using R studio: Althea Healthcare Cystic Fibrosis: Performed text mining and data munging to identify potential financial contributors for the Cystic fibrosis medical research and send them targeted call to action messages.

Regression Analysis & Econometrics: MLS data San Jose : Hedonic Pricing model (log-linear) was used to determine statistically significant attributes to predict house prices within localized areas.

SalesForce.com: Recruiting App Project: Created Workflow Rules, Page Layouts, Approval Process, Tasks, Email Alerts, Field Updates and Outbound messages to manage Workflow & Approval