Prashant Deshpande

Educated in the US and India.

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Date of Birth: 15th September, 1980

Citizenship: Indian

I have 8 years of experience spanning analytics (2+ years), academic strategy research (1 year), marketing (1.5 years), techno-commercial (2+ years), and manufacturing (0.5 years) disciplines. I am looking to advance my career at the cutting edge of research and development in advanced business analytics across marketing, finance, manufacturing, and strategy using statistics & econometrics, optimization, mathematical modeling, and computer simulation as my preferred toolkit. I will rapidly prototype data products in R Shiny as Proof-Of-Concepts (PoCs) for quick top management buy-in and in-house adoption. Marketing strategy using agent-based modeling holds tremendous promise if you work on customer data and the discipline has been revolutionized by concentricmarket.com. I will also work on this theme as we look to generate substantial strategic gains for the consumers of our products.

Future Pipeline of Research and Development Projects: Database marketing (revenue impact on the balance sheet), advanced manufacturing execution systems & supply chain (bottom line impact-cost savings), time series econometrics (for internal functions that aren't as data mature; say for e.g. in finance), and computational economics, game theory & strategy (linked to the long term health).

Achievement   **April, 2021**

1. BCG Virtual Experience Program Participant 2021 – 40 hours.

    Participated in the open access BCG Virtual Experience Program with Forage.

    Tasks completed include:

    - Market Research

    - Data Analysis – Foundations

    - Data Analysis – Modelling

    - Understanding Consumer Needs

    - Client Recommendation

    - Getting Aignment

    - Project Recap

2. ANZ Virtual Experience Program Participant 2021 – 40 hours.

   Participated in the open access ANZ Virtual Experience Program with Forage.

   Tasks completed include:

   - Exploratory Data Analysis
   - Predictive Analytics

3. KPMG Virtual Experience Program Participant 2021 – 40 hours.

   Participated in the open access KPMG Virtual Experience Program with Forage.

   Tasks completed include:

   - Data Quality Assessment
   - Data Insights
   - Data Insights and Presentation

4. GE Virtual Experience Program Participant 2021 – 40 hours.

   Participated in the open access GE Virtual Experience Program with Forage.

   Tasks completed include:

   - Data Engineering
   - Data Visualization

Tuition scholarship awarded by:

The Santa Fe Institute, US to pursue Introduction to Agent-Based Modeling (March, 2021)

Academics:
1. Complexity Science coursework, Santa Fe Institute, US, April, 2021-July, 2024 (Part Time)
2. Postgraduate Diploma in Quantitative Finance, SOAS, UK, Feb'2016-till date (Part Time)
3. Big Data Certificate, University of California San Diego, Sep' 2015-till date (Part Time)
4. Master of Technology in Modeling and Simulation (Year 1 curriculum), University of Pune, '2014-'2015 (Full Time)
5. Research Scholar – PhD 1st Year student in Business, University of Texas at Dallas, August 2012-August 2013 (Full Time)
6. Postgraduate Programme in Economics, Continuing Education Programme - IIM Calcutta, May, 2011-April 2012 (Part Time)
7. Postgraduate Programme in Advanced Analytics, Continuing Education Programme - IIT Bombay, June, 2010-March, 2011 (Part Time)
8. PG Diploma in Business Management majoring in Marketing, Chetana's Institute of Management and Research, Mumbai: June, 2005-67% across 4 semesters (Full time)
9. BE in Mechanical Engineering, Bharati Vidyapeeth, Mumbai University: June 2002-55% across 8 semesters (Full Time)

Work Experience:

International Exposure:

University of Texas at Dallas, USA   **Aug, 2012-Aug, 2013**

PhD 1st year student in Business,

Naveen Jindal School of Management Scholarship

Research and Development in Advanced Analytics:

Stratel Advisory Services   **Feb 2018 –July 2019**

Head Stratel Advisory Advanced Sciences Group

Stratel is a boutique advisory firm that embeds analytics and optimization in firm strategy. We have developed an interactive accelerator with a graphical end user interface that helps the entire C-Suite to work on the same page. Such an endeavor means the organization is pulled in one direction. I along with the other co-founder were operating this company in stealth mode. We were in the process of prospecting and pitching to our clients. We were also in the process of building a panel of experts that would have advised us on a range of issues. Specifically, we had talks with companies like The Boston Consulting Group to explore avenues for collaboration and potential synergies. We were also looking to tap the startup accelerator ecosystem here in India to raise funds. We were in the pre-revenue phase. I worked @ 0.5 FTE.

Critical Projects Handled:

1. Conjoint analysis
2. Peter van Westendorp model in pricing
3. Customer satisfaction regression models
4. Sample size determination for a large customer sample survey
5. Transportation network cost modeling
6. Base SAS projects
7. R Shiny app development
8. Manufacturing systems modeling
9. Strategy modeling

GMAT:

730 (96th percentile)   **Aug 2011**

Six Sigma Certification:

Green Belt Six Sigma Certified   **Feb 2014**

Hedge Fund Algorithm Builder, Kathmandu   **March 2021**

The algorithm to predict the asset prices in the financial industry are usually considered groundbreaking and deliver an arbitrage if they can leverage new sources of information or can deliver capability by identifying qualitative patterns.

The theoretical model assumed apriori: The Error Correction Model

Operationalization Scheme: Vector Autoregression (VAR)

Estimation challenges for non-closed form optimization: Simulation

Independent Management Consultant, Pune   **Oct, 2020 - Feb, 2021**

I worked on a roadmap for discrete manufacturing.

Impact on the balance sheet:

1.Creditworthiness: By reducing WIP the percentage of current assets as WIP goes down. This improves your creditworthiness evaluation by financial institutions.

2.Higher retained earnings: Reducing WIP increases your retained earnings.

3.Increase Throughput: Avoid stock-outs, improve customer service levels, unit cost goes down. Throughput this way is really multipronged and gives you the right set of tools to gain a strong competitive advantage.

    a. Return on assets improves.

    b. You can quickly expand by negotiating cheaper Capex financing solutions.

    c. A model made popular by BCG.

Competitive advantage:

    1. With better creditworthiness we dominate our competitors who are at our increased throughput levels.

    2. With Improved customer service levels we blank out and eat into our competitors'(the ones who are at our current throughput levels) market share.

Sabbatical   **Aug 2015 – Jan 2018**

    1) I was the primary care-giver by choice for both my bedridden parents. After taking care of my responsibilities now I am ready to embark upon a top-tier research and development career.

    2) I pursued a Postgraduate Diploma in Quantitative Finance (Part Time)

    3) I pursued a Big Data certification (Part Time)

    4) I worked on 2 research proposals – one each in strategy and organization

    5) I received a letter of recommendation from my alma mater for my work

    6) This period gave me an opportunity to take on added responsibility

IBM Daksh   **Apr, 2011-May, 2011**

Deputy Manager, Research & Analytics, Chennai

I was recruited to work on market mix modelling projects.

Deloitte Touche Tohmatsu   **Nov, 2010-Mar, 2011**

Senior Consultant, Assurance & Enterprise Risk Services, Hyderabad

I worked on Base SAS coding projects.

Genpact   **Dec, 2007-Oct, 2010**

Consultant, Bangalore & Hyderabad

My job profile involved preparing pricing contracts for a variety of aero-engines coming in for service. Clients were classified based on the work-scope required of these engines and appropriate contracts were suggested. My job involved using probability distributions to model risk of pricing. My work also involved client level coordination with the engineers, technologists & managers.

1) I worked on a pilot project where we built a regression model to predict transportation network cost. My primary responsibility in the team was to arrive at an appropriate functional form of the relationship. Independent variables like weight, number of shipments, and number of lanes from a variety of transportation networks were modelled. A parameter tracking methodology was to be drafted. We made the business proposal presentation and gained concept approval from the client.

2) I was involved in preparing a marketing document on analytics to take to the customer for business development. I prepared a planning document for internal consumers that spoke about the formulation and implementation of measures to enhance productivity and research & development. I was also responsible for framing standard operating procedure documents and mentoring junior team members.

Certification: SAS Certified Base Programmer.

DHL Express   **Aug, 2006-Sept, 2007**

Pricing Analyst, Mumbai

Handled yield improvement projects in coordination with sales, operations and finance departments.

Individual project/initiative:

1. Territory discrimination: Two territories having a similar cost structure but markedly different margin levels were taken up for a detailed study: a variety of predictors like revenue potential, competition penetration & shipping profile were analyzed.

ACNielsen   **Jan, 2006-Aug, 2006**

Client Service Executive, Research, Mumbai

I was part of the operational team; was also involved in making pitches and presentations to clients.

Individual projects completed:

1. Syndicated study on the radio industry: We kept a track on the demographic and usage movements of radio listeners across Mumbai and Delhi with a once a quarter study – under statistical grid sampling.

Hansa Research   **July, 2005-Jan, 2006**

Management Trainee, Research, Mumbai

I was part of the operational team; also was provided the opportunity to be a part of client servicing.

Team projects completed:

1. Customer Satisfaction Research – For a Telecom company.
2. Price Modeling – Healthcare firm.
3. Conjoint analysis – For an Oil and Gas company.

Mahanagar Telecom Nigam Ltd   **May, 2004-June, 2004**

Summer Intern, Mumbai

I worked as an intern in the PR/Marketing research department.

Internship at the Undergraduate level:

Bluestar Airconditioning   **June, 2001-May, 2002**

Project Intern, Mumbai

I worked on a proposal to set up an assembly line using time and method study.

In my Pastime:

I write numerical recipes in R and am in the process of authoring a self-published text. This framework along with the broader numerical analysis paradigm offers a bona fide theory for mathematicians to cross over onto the application side.

(Prashant Deshpande)