Pushkar Vengurlekar

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WORK EXPERIENCE

DELL TECHNOLOGIES, Bengaluru, India
Senior Analyst, Business Intelligence   **December 2018 - May 2019**
- Designed an unsupervised clustering model using K-Means for the sales team to group customers on price sensitivity for customer negotiations
- Developed association rules-based recommendations to increase accessory sales by $1.5M/month
- Automated delivery of recommendations reducing execution time by 40 hours (1 FTE) with R-Shiny

MU SIGMA BUSINESS SOLUTIONS PVT. LTD, Bengaluru, India
Decision Scientist   **August 2015 - November 2018**
Sourcing analytics for a fortune 50 Retail Company
- Deployed an autonomous real-time alert system for predicting fluctuations in drug prices, and digitizing reimbursement process for the pharmaceutical team, saving $20M per year
- Designed a data-driven evaluation framework for sourcing team to assess supplier quality and identify savings opportunity by switching to overseas imports, reducing procurement costs by 1.5%
- Developed a team specific program to mentor Junior analysts for specialized training for client business, SAP Hana and advanced Excel
Retail and Web analytics for Telecom Company
- Designed A/B test for the website to determine fallout in purchase funnel decreasing exits by 0.7%
- Deployed predictive model for smartphone demand and trade-ins using prophet to decrease holding costs by 5% and time to refurbish phones by 30%
Marketing analytics for fortune 50 Technology Company
- Analyzed effectiveness of existing promotional campaigns and deployed an SVM classifier based customer targeting leading to 3% improvement in email click-through rate
- initiated client engagements worth $10M by identifying problem spaces involving market research, data gathering and delivering a proof of concept with a low turnaround time

PROJECTS

- MinneMUDAC winning submission: Predicted Soybean Futures contract prices using LSTM and Boosting to assisting farmers to sell contracts – savings of $7300
- Humana Mays Healthcare: Built a prediction model to using XGBoost to identify members at risk for continual long-term use of opioid therapies with 73% accuracy
- Developed an image prediction models with 97% accuracy using CNN the architectures ResNet52, VGG16, and Xception
- Developing a synthetic data generation methodology using Generative Adversarial Networks (GANs) for fast innovation and data privacy of 100 million+ customers
- Analyzed key strengths and weakness areas for Italian soccer team AS Roma using data mining technique association rules

EDUCATION

UNIVERSITY OF MINNESOTA, Carlson School of Management, Minneapolis, MN
Candidate for **Master of Science in Business Analytics**   **June 2019 - May 2020**

SKILLS

- **Technical Skills:** Python, SQL, R, R-Shiny, Advanced Excel, Adobe Omniture, Power BI, AWS, Google Cloud Platform, Hadoop, Teradata, and SAP Hana
- **Techniques:** Statistical Analysis, Regression Analysis, Predictive Modeling, Data Visualization, A/B testing, Association Rule Mining, Decision Trees, Random Forest, Boosting, Convolutional Neural Networks, SVM, Recommender Systems, Clustering, Web Scraping