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| Ravi Dhankani  +1 206 289 9811  Ravi.dhankani@gmail.com |
| 16 years of experience in Quantitative and Predictive analytics, promoting data-driven decisions and analytics tech within global organizations, building teams and roadmap for AI driven decisions. Qualified for EP as per SAT test. |

# Experience

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| Sep. 2017 – PresentDIRECTOR, Lendingtree RSPL India, (unit of TREe Inc. USA)  * Growing the analytics dept. and helping implement the analytics roadmap * Excellent stakeholder management skill * Impact on channel and product revenue initiatives by at least $50 mill * Supported pricing, PR, revenue, BD and compliance * Integration support for several acquisitions * Managed MLOps and model deployments in live eComm environment * Review and adoption of Tableau, SPSS, Datarobot, Adobe analytics, Athena/Hive DB * Key projects that impacted topline   + Mortgage App Funding Prediction   + Digital Marketing optimization (channel conversion and cost trade-off)   + SEO optimization and ROI (Dashboards, AB test, UI UX experience, link building)   + Lead monetization improvement   + Lead Quality and Partner SLA management |
| Oct. 2016 – Aug. 2017EVP Analytics and Strategy, Innovairre India  * Design and implement data strategies for DM campaigns * Build a core team from scratch and running the start-up * Liaise with Board members and report on growth and developments * Looking for partnerships and new growth areas, and developing a result-centric approach  dec. 2010 – oct. 2016Analytics Manager, IQR Consulting Pvt. Ltd  * Campaign optimization for BFSI segment * Customer loyalty program - portfolio segmentation and optimization * Segmentation and campaign performance for a Casino cum cruise operator  Aug. 2008– Dec. 2010sr. analyst, Citibank COE Bangalore  * Balance consolidation analysis and reporting on credit card portfolios * BI solutions for cobranded card analytics; portfolio size 50MM plus.  dec. 2005– Jul. 2008Data Warehouse Developer, Tarams Tech. Pvt. Ltd.  * Maintain a production data warehouse for a leading American Insurance provider |

# Education

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| 2022-Pursuingmicro MASTER’S IN BUSINESS ADMINISTRATION, IIM BangaloreAug 2010Executive program in Business analytics, IIM Calcutta 1 year course covering machine learning applications, fundamentals of statistics and decision making |
| Aug 2005B.Tech. Metallurgy and material sciences, IIT Madras Bachelors from one of the most sought-after institutes in India |

# Skills

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| * BI, DWH and Quant Analytics * Pricing/CRM/Marketing Optimization * AI and machine learning * Data warehousing (consumption side) * Tableau, Datarobot, SQL, SAS, Adobe | * Communicate with C level effectively * Getting things done * Recognize and mentor talent * Influencing and rapport building * Leading large teams |

# Activities

* Self-designed and marketed an AI product (https://www.youtube.com/watch?v=NU\_IOfeynVc&t=23s)
* Support local children’s charity Kavita Foundation