Roshan Raj Singh

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PROFILE

Result-oriented Data Scientist with a Master's in Business Analytics having 7+ years of experience across diverse industries, seeking a role to leverage my real-world Data Science skills to produce actionable insights for business – oriented successes.

SKILLS

- **Languages :** SQL, Python (Tensor Flow, NumPy, Pandas, SciKit-Learn, Keras, Matplotlib), R
- **Tools and Technology :** Tableau, PowerBI, GCP – BigQuery, Hadoop, SAS EM, MS Excel
- **Certifications:** AWS Cloud Practitioner, Tableau Desktop Specialist, Microsoft Azure Fundamentals professional

EDUCATION

Purdue University, Daniels School of Business　　　　　　　　　　　　　　　　**West Lafayette, IN**
Master of Science in Business Analytics and Information Management(STEM)　　　　　　　　**August 2024**

Manipal University, Manipal Institute of Technology　　　　　　　　　　　　　　**Manipal, India**
Bachelor of Technology in Civil Engineering　　　　　　　　　　　　　　　　　　　**May 2015**

PROFESSIONAL EXPERIENCE

Kearney　　　　　　　　　　　　　　　　　　　　　　　　　　　　**West Lafayette, IN**
Data Science Intern (Capstone) – Delivery Performance　　　　　　　　　　**Jan 2024 – Apr 2024**

- Designed a dashboard and implemented regression model while consulting for a welding equipment manufacturer to forecast supplier risk scores, achieving 98.7% R-squared value and enhancing delivery performance by over 40%.

Purdue University, Daniels School of Business　　　　　　　　　　　　　　　**West Lafayette, IN**
Teaching Assistant　　　　　　　　　　　　　　　　　　　　　　　**Sep 2023 – Nov 2023**

- Excelled and assisted in the delivery and evaluation of a graduate R course at the business school.

EXL Service　　　　　　　　　　　　　　　　　　　　　　　　　　**Gurgaon, India**
Consultant　　　　　　　　　　　　　　　　　　　　　　　　　　**May 2021 – Jul 2023**

- Directed comprehensive analysis for a utility firm's customer data through HIVE interface and implemented classification models, leading to decrease in churn rate from 23% to below 10%.
- Led commercial team overseeing 3 service-based products, driving sales, customer retention and satisfaction.
- Mentored 4 junior analysts across 5 projects – established a robust knowledge management framework encompassing seamless onboarding, career growth and professional advancement strategies of new recruits.

Ugam Solutions (Merkle)　　　　　　　　　　　　　　　　　　　　　**Bangalore, India**
Analyst　　　　　　　　　　　　　　　　　　　　　　　　　　　**Aug 2019 – May 2021**

- Implemented Machine Learning algorithms to design classification models with 87% accuracy and identified customer attrition factors, yielding more than 10% reduction in attrition rate.
- Analyzed 20,000+ customer base, applying advanced segmentation techniques to categorize it into 'newly acquired' and 'mature' segments, facilitating customized solutions and optimized model application.
- Initiated publication of targeted model insights via Tableau, enhancing dynamic client decision-making and fostering better customer retention and new subscriptions.

TATA Consultancy Services　　　　　　　　　　　　　　　　　　　　**Bangalore, India**
System Engineer　　　　　　　　　　　　　　　　　　　　　　　**Nov 2015 – Aug 2019**

- Collaborated to construct highly accurate forecasting models using Logistic Regression to identify credit card application fraud, reducing such instances by over 20% while consulting for a prominent bank.
- Collaborated to develop a regression model for forecasting and increasing mean time between failures of medical equipment by over 20%, significantly reducing maintenance costs for a major medical technology firm.

ACADEMIC PROJECTS

- **Predicting Firm Bankruptcy with Advanced Machine Learning –** Developed an ensemble model of Neural Network and Gradient Boosting to classify bankruptcy using 64 indicators on SAS EM with 91% accuracy.
- **AI-Driven Airbnb 'Superhost' Churn Prediction –** By leveraging advanced analytics and AI models to produce key retention factors and actionable insights while predicting 'superhost' churn with 82% sensitivity rate.
- **Cryptocurrency Price Forecasting using AI Time Series Model –** Implemented AI driven time series model to forecast prices of crypto assets with RMSE below 0.12 by utilizing rolling window concept for higher precision.
- **Identifying High Value Spectators for NCAA –** Designed a multi class classification model to identify ticket buying spectators for NCAA by analyzing past purchasing behavior with over 98% accuracy rate.

LEADERSHIP ACTIVITIES, AFFILIATIONS, HONORS

- Winner of Poster Presentation competition at INFORMS Analytics Conference 2024 at Orlando, FL.
- Recognized with Certificate of Employee Appreciation at EXL Genius Awards.
- Recognized with Certificate of Accountability and Perspective of Customer First by Ugam Solutions.