

# Roshan Raj Singh

Lafayette, IN | (765) 694-9570 | roshanrajsingh0808@gmail.com | www.linkedin.com/in/roshan08 | roshan0808.github.io

## PROFILE

Experienced Data Scientist with a Master's in Business Analytics, skilled in transforming complex data into actionable insights. Proven track record in diverse industries, seeking a role to drive business success through advanced analytics.

## SKILLS

- **Languages :** SQL, Python (Tensor Flow, NumPy, Pandas, SciKit-Learn, Keras, Matplotlib), R.
- **Tools and Technology :** Tableau, PowerBI, GCP – BigQuery, Hadoop, SAS EM, Advanced Excel(@Risk, Minitab).
- **Certifications:** AWS Cloud Practitioner, Tableau Desktop Specialist, Microsoft Azure Fundamentals professional.
- **Competencies:** Statistics, Predictive Analytics, Time Series Analysis, Deep Learning, Simulation, Dashboarding & Storytelling.

## EDUCATION

### Purdue University, Daniels School of Business

West Lafayette, IN

*Master of Science in Business Analytics and Information Management(STEM)*

August 2024

- Excelled and assisted in the delivery and evaluation of a graduate level R course as Teaching Assistant.

### 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 Tableau 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%.

### 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.
- Optimized overhead for an Australian retail giant's North American operation by developing an R code to analyze customs, duty codes, and supplier costs – reducing overall overhead by 5%, eliminating previously untraceable wasteful spending.

### 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.
- Refined a regression model for forecasting and increasing mean time between failures of medical equipment by over 10%, 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.
- Honored with Certificate of Accountability and Perspective of Customer First by Ugam Solutions.