SHOUVIK SHARMA

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EDUCATION

Master of Data Science (August 2019 – August 2021 (expected))
Illinois Institute of Technology, Dept. of Computer Science (**link**), Chicago, IL
Master of Statistics (July 2016 – April 2018)
NMIMS University, Dept. of Statistics, Sunandan Divatia School of Science, Mumbai
Bachelor of Statistics (July 2012 – April 2015)
University of Mumbai, Dept. of Statistics, K. J. Somaiya College of Science and Commerce, Mumbai

TECHNICAL SKILLS

- Analytical Tools: SAS Enterprise Miner, SAS Enterprise Guide, Base SAS, MS Excel, MS PowerPoint, SPSS, Microsoft Azure, Apache Pig, Apache Hive, Pyspark, Power BI, Pentaho, Microsoft Office Suite, AWS Lambda, AWS S3, Kafka, Redshift, Sage Maker, SSRS
- Languages: Java, R, SPSS, Python (NumPy, Pandas, Seaborn, Scikit-learn), MariaDB – SQL

WORK EXPERIENCE

Analyst   **April 2018– July 2019**
Cartesian Consulting, Mumbai, India
- Developed customer insights for one of India's largest grocery chains, to identify the trend for improving customer retention and reducing churn rate using statistical techniques like logistic regression, which led to a two-fold improvement in the campaign response.
- Performed geography-wise analysis for a global translation services platform by creating customer one view and customer profiling and translated this analysis into business terms and actionable guidance.
- Identified the 'Most Valuable Customer' by deploying predictive modeling techniques like Random Forest with True positive rate of 81%, this customer identification led to better customer targeting and improve the yearly top-line revenue by 13 % (git link)
- Validated whether "Fantasy Sports is a game of skill or gamble" by performing Testing of hypothesis using Chi-Square Test, Linear Regression and paired T-test, the findings were successfully published in the Harvard Business Review

Associate Relationship Manager   **July 2015 – July 2016**
Tata Capital Financial Services Ltd., Mumbai, India
- Drove acquisition channel of used car and two-wheeler dealership, by building customer scorecard after analyzing different parameters affecting the repaying capacity
- Performed customer risk assessment by analyzing financial reports and client credit history, which led to a multi-fold increase in corporate lending for two-wheeler and used cars segment, with 0% NPA cases reported over the course of 10 months.

ACADEMIC PROJECTS

Project Title: Stack Overflow Data Analysis (git link)   **Oct 2019– Nov 2019**
- Derived insights about questions posted by stack overflow by extracting data using Google's big query data warehouse; identified top spammers, expert users, and most valuable customers users by leveraging big data technologies such as Apache Hive, Apache Pig and Apache Spark
- Built tag prediction model for predicting the tags for a stack overflow post using natural language processing and random forest classifier, the predictive model achieved an accuracy of 72.3 %; this would allow stack overflow to categorize the questions posted on their website, and address it better.

Project Title: Stock Market Analysis (git link)   **Sept 2017– Dec 2017**
- Worked as a Strategies and Analytics intern to develop a price forecasting model for Greeksoft Technologies Pvt. Ltd., Mumbai
- Built an RNN Neural Network model for Live positional trading using Keras package in python where the outputs supplemented the Bull Spread Strategy in Options Trading, the built model architecture was backtested for the period from 2012-2017 where it achieved correct market prediction in 71 % of the days; this forecasting architecture is used for live trading

Project Title: Design Survey and Data Validation (git link)   **May 2017–July 2017**
- Worked as a Data Science Intern for Nielsen India Inc., Vadodara, to automate sample design processes using R software by assisting in designing and development of the technical architecture for the sample design process.
- Automated scripts and processes for data reporting and business intelligence, using the R software which reduced the time required to complete these processes by 25%, thereby helping management to make important decisions faster.

ACHIEVEMENTS AND AWARDS

- SAS Certified Base Programmer for SAS 9 in Mar 2017.
- SAS Certified Predictive Modeler Using SAS Enterprise Miner 14 in Apr 2018.
- Earned TATA Capital Employee of the month (November 2015) – for exceeding expectations and commitment to deliverables.
- Machine Learning Foundations: A Case Study Approach by University of Washington – Coursera in Feb 2019