Karan Batavia

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WORK EXPERIENCE

AVANT, LLC   Chicago, Illinois
Associate, Credit Card Product Strategy   April 2022 - Present

- Led a cross-functional team to successfully launch the co-branded Avant-MLS Forward Credit Card in the market from the product inception to its launch, including the unit economics, reward structure and initial acquisition strategy
- Responsible for developing Product strategy including enterprise initiative planning and regular forecasting of Card issuances from numerous acquisition channels like Direct Mail, Credit Karma, Experian, Credit Sesame and SEO
- Led a team of 2 analysts to work with Fiserv to optimize the Card Delivery and Statement lifecycle which led to reduction in the annual costs by more than $2 million
- Worked with WebBank to develop the product in compliance with regulatory requirements and supported FDIC audits state exams.
- Responsible for the Funnel of the card application journey and recommended numerous changes based on analysis from Optimizely and HotJar which directly affected the issuance targets of the credit card
- Regularly worked on the industry benchmark data and conducted competitor analysis to create formal business proposals to make the AvantCard more competitive in the market
- Helped launch ODS on the organic channel which drastically reduced the CAC and helped create a better customer experience
- Currently leading the effort to modernize the Direct Mail program of the company and change vendors to help cost savings and optimize the Direct Mail journey from selection to in-house mail.

YAMAHA FINANCIAL SERVICES   Cypress, California
Data Scientist/Credit Risk Analyst - Risk and Strategy Team   August 2019 - March 2022

- Lead a team to build a risk model with a scorecard for the wholesale business of the company amounting $900 million in total portfolio using machine learning algorithms like Support Vector Machine, Logistic Regression and XGBoost
- Successfully helped in adjusting Credit policies and strategies rules using Decision Trees and Regression Trees for the lending programs affected by COVID-19 using econometric models in SAS and R. As a result, brought down the expected default rates by 1.1% and increased the application volumes by 2.5%
- Lead a team to create the dashboards for business users on SAP Analytics Cloud
- Analyze Loss Curves, Loss Given Defaults, Expected Default and Probabilities of Default for the portfolios
- Working with business users to collaborate on migrating from MS Access SQL to Oracle PL/SQL and SAP BusinessObjects

ROCHESTER INSTITUTE OF TECHNOLOGY   Rochester, New York
Research Assistant   January 2018 - August 2018

- Assisted the research in Covenant Violation of derivatives fixed income bonds issued by the companies, using sentiment and textual analysis and machine learning algorithms like Logistic regression and Random forests
- Used BeautifulSoup, a web scraping tool to read data from the SEC EDGAR website namely 10K and 10Q documents. Achieving the results of getting an accuracy of 79% to predict the violation by public companies

EDUCATION

ROCHESTER INSTITUTE OF TECHNOLOGY   Rochester, New York
Master of Science in Computational Finance   August 2017 - December 2018
Selected Courses: Math of Finance, Advanced Derivatives, Debt Analysis, Equity Analysis, Financial Analytics, Algorithmic Trading

NARSEE MONJEE INSTITUTE OF MANAGEMENT STUDIES   Mumbai, India
MBA Tech & MBA in Finance   August 2012 - May 2017
Selected Courses: Financial Engineering, Financial Planning and Portfolio Management, Financial Risk Management, Investment Banking and Financial Services, Mergers and Acquisitions, Security Analysis.

SKILLS

Programming Languages: SQL, R, Python, SAS, MATLAB, XML
Software and Cloud: MS Access, MS Advanced Excel, SAP Analytics Cloud (SAC), Microsoft Project, SPSS, STATA
Visualization tools: Looker, PowerBI, Tableau, SAP BusinessObjects, ShinyR

ACHIEVEMENTS AND CERTIFICATIONS

Inducted in Beta Gamma Sigma   2018
Bloomberg Market Concepts Certification   2017