Akshay Shewani

Quant Analytics & BI

Data-Driven Decision Maker & Analytics Leader with a Passion for Innovation. Experienced in providing insights to businesses, with a prime focus in driving sales and marketing efforts using Advanced Analytic Techniques in the Institutional, Wealth Management & Marketing domain.

✉ akshayshewani@gmail.com 📱 +91 99303 35524 📍 Mumbai, INDIA in linkedin.com/in/akshay-shewani-93a5662b

WORK EXPERIENCE

AVP Quant Analytics & BI
JP Morgan Chase

08/2021 - 2024

Key Responsibilities/Tasks

- Created customer segmentation model to recommend sales touch points with clients based of client engagement
- POC For Conversational BI using LLMs
- Created a scalable rule based recommendations engine for Sales advisory teams based off user engagements
- Customer Lifetime value prediction engine to rationalize sales and marketing efforts
- Recommendation engine responsible for driving context of ~ $1 Billion in sales
- Personalized recommendation engine model based off feedback from sales users
- Created a customer segmentation model to identify Business at risk
- Created engine to analyze holding performance and recommend take over opportunities
- Created Product of Interest model based off Web engagement

Senior Manager Big Data & Advanced Analytics
Morgan Stanley Advantage Services

09/2016 - 08/2021   *Mumbai*

Key Responsibilities

- Lead the Advanced Analytics team tasked with generating recommendations for the CRM system users using rule and statistical models
- Creating Data Pipelines for integration with Various Data Sources as batch
- Managed & lead the effort for Integration Stock Plan data (20 Mill participants) & holdings) into existing CRM system
- Lead the design effort for integration & orchestration of E-Trade data
- Responsible for preparing the roadmap for the team and the project
- Integration of E*Trade data resulting in 5 Mil leads having over $360 Bill AUM
- Analyze Adobe Clickstream data for user journeys to provide context to engagement
- Salesforce Data Integration for Firm Clients and FAs across applications using ETL
- Prediction of client attrition based on user behavior patterns
- Analysis and prediction of unusual sales patterns using product sales information

Data Analytics
Credit Suisse (On Demand Agility)

11/2015 - 10/2016   *Pune*

Projects/Tasks

- Analyzing requirements based of FED regulations with respect to CCAR Reporting for 14A Trading MTM
- Liaise with stakeholders to identify factors impacting VaR Reporting
- Analyze existing reporting systems to identify the structure of expected data
- Incorporate Data Ingestion pipelines and implement data cleansing strategies
- Identify Trade and Scenario attributes in the existing framework that may be used
- Working with front office to procure additional Scenarios and Sensitivity data

Data Analyst
Smartstream Technologies

08/2012 - 11/2015   *Mumbai*

Projects/Tasks

- Analysis/Mapping for exchange derivatives data to SmartStream Data model
- Defining cross referencing rules to create unified feeds from multiple data sources
- Defining data cleansing rules to ensure only quality data enters the system
- Coordinating with the Exchange for additional information on data feeds

SKILLS

Python PySpark Predictive Analytics
Machine Learning Deep Learning
SQL Transformers AWS
Redshift Langchain Tableau
Qliksense Advanced Analytics
Project Management LLM

CERTIFICATES

AWS Cloud Practitioner (04/2022)

General Assembly Data Science Essentials (02/2020 - 05/2020)

CFA Level 2

EPAT (Executive program in Algorithmic Trading) (12/2016 - 05/2017)

CDAC (ACTS PUNE) (02/2012 - 08/2012)

EDUCATION

PG Data Science (Indian School of Business) (2023 - 2024)
Indian School of Business

Bachelor of Computer Application (2011)
Nagpur University

LANGUAGES

English
Native or Bilingual Proficiency

Hindi
Native or Bilingual Proficiency

SUPPORTED CAUSES

Animal welfare Women Empowerment
Children's Education

INTERESTS

Boxing Football Music