

Ashkan Mulla

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SUMMARY

Creative and result-oriented Lead Data Scientist with 7+ years of experience. Skilled in building and deploying ML models using Scikit-learn, TensorFlow, and Keras. Proficient in classification, regression, clustering, and NLP with OpenCV, PyTorch. Experienced in advanced NLP models with LangChain and Generative AI. Passionate about solving complex business problems to enhance efficiency, accuracy, and utility of internal data processing.

PROFESSIONAL QUALIFICATIONS & CERTIFICATIONS

- **M.Tech in Artificial Intelligence & Machine Learning** - BITS Pilani
- **B.E. in Mechanical Engineering** - Kalsekar Technical Campus, Mumbai University (2017), CGPA: 7.04
- **HSC** - Saboo Siddik Technical College, Maharashtra Board (2013), Aggregate: 68.20%
- **SSC** - Saboo Siddik Technical High School, Maharashtra Board (2011), Aggregate: 72.40%
- **Professional Machine Learning Course** - Stanford University, Coursera
- **IBM Data Science Professional Certification** - Coursera
- **Maharashtra State Certificate (MS-CIT)**
- **Government Commercial Certificate Examination in English Typewriting** - 50 WPM and CPM 250

WORK EXPERIENCE

❖ Lead Data Scientist | 5 Paisa Capital Limited

September 2023 – Present

- Translated business problems into analytical solutions, enhancing ML model accuracy by 20%.
- Lead ML & Analytics activities, collaborating with cross-functional teams to integrate data-driven strategies, resulting in a 15% increase in operational efficiency.
- Monitored metrics, analyzed data, and identified improvement opportunities, reducing data processing time by 30% and leading a team of 6 members.
- Developed advanced predictive models that improved customer acquisition by 21%.
- Managed multiple data science projects, adhering to timelines and budgets, and improved project delivery efficiency by 10%.
- Engaged with stakeholders to understand business needs and effectively communicate data insights, leading to data-driven decision-making and a 15% increase in operational efficiency.
- Facilitated technical direction on data science projects and ensured the quality of outputs, improving model accuracy by 20%.
- Worked closely with team members, participated in code reviews, and contributed to documenting workflows and codebases, fostering a collaborative and efficient work environment.

❖ Data Scientist | ICICI LOMBARD GENERAL INSURANCE COMPANY LIMITED

February 2020 – September 2023

- Developed custom LLMs using NLP, DL, and ML models, which increased data insight generation speed by 40%.
- Designed recommendation systems that enhanced user experiences, leading to a 20% increase in customer engagement and a 12% rise in revenue.
- Analyzed and pre-processed large datasets, ensuring data quality and accuracy, which improved model performance by 15%.
- Applied statistical analysis and data visualization techniques, resulting in actionable insights that contributed to a 10% increase in sales.
- Utilized predictive modelling to optimize business outcomes, significantly enhancing customer segmentation and targeting, leading to a 10% revenue boost.
- Collaborate with cross-functional teams to develop A/B testing frameworks, monitor model performance, and iterate on models based on feedback.

❖ Data Scientist | MOTILAL OSWAL FINANCIAL SERVICE LIMITED

July 2017 – February 2020

- Proficient in predictive and prescriptive analytics, with a strong focus on delivering high-quality work.
- Developed and maintained scalable Python code for data processing, enhancing data handling efficiency by 25%.
- Implemented robust ML models for predictive analytics, which improved forecasting accuracy by 20%.
- Collaborated with cross-functional teams to identify and solve complex data problems.
- Conducted exploratory data analysis, uncovering insights that increased decision-making effectiveness by 15%.
- Developed RESTful APIs for machine learning model integration, facilitating seamless data communication and reducing integration time by 30% and ETL techniques, optimized data pipelines.
- Demonstrated strong ability to write complex SQL queries, work independently with minimal guidance, and effectively communicate in both technical and business terms.
- Experience with NLP, NLG, and Large Language Models like – BERT, LLaMa, LaMDA, BLOOM, PaLM, DALL-E, etc.
- conducted A/B testing, leveraged cloud platforms (AWS, Azure, GCP), utilized big data tools (Hadoop, Spark).

TECHNICAL SKILLS

- **Programming Languages** - Python, SAS, R
- **Database Technologies** - MySQL, NoSQL, (Hadoop, Map Reduce, and MongoDB)
- **Data Visualizations** - Matplotlib, Seaborn, Plotly, Tableau, Power BI, QlikSense, D3.js
- **Machine Learning Libraries** – Pandas, NumPy, Scikit-learn, TensorFlow, Keras, PyTorch, PySpark, OpenCV
- **NLP Libraries** - NLTK, Hugging Face, BERT, LangChain, SpaCy, Gensim
- **Model Deployment Tools:** AWS, Azure, Google Cloud Platform (GCP), API'S AND CRM integration.
- **Models:** Predictive, Statistical Models, Generative AI Models, Time Series, Deep Learning, NLP Models.

ACHIEVEMENT

- Achieved a Zonal-level medal in university-level outdoor cricket championship.
- Developed credit risk assessment model, reducing defaults by 18%, earning Performance of the Year recognition in ICICI LOMBARD in 2023.
- Built Lead Scoring Propensity model, increasing projections by 15%, earned Employee of the Month in 5paisa.
- Improved customer loyalty by 10% through enhanced lifetime value strategy, earning Employee of the Year in Motilal Oswal in 2019.
- **Language:** Marathi, Hindi, Urdu, Gujarati & Arabic.

PROJECTS (MORE PROJECTS ON GITHUB) <https://github.com/ashkanmulla>

Automated Lead Scoring Propensity Model with Churn Prediction	Increased lead conversion rates by 25% and reduced churn by 15%.	Source Code Link
Stock Recommendation System Using Collaborative Filtering	Improved recommendation accuracy by 20%, enhancing portfolio performance.	Source Code Link
Customer Segmentation Clustering Model	Enhanced targeted marketing campaigns, leading to a 30% increase in customer engagement.	Source Code Link
Home Credit Risk Model Stability with Fraud Detection	Reduced fraudulent loan applications by 40% and improved credit risk assessment accuracy.	Source Code Link
Bank Statement Analyzer using Fo0hfynBERT	Automated bank statement analysis, reducing manual processing time by 50%.	Source Code Link
Financial Statement Text Summarization using BERT	Provided concise and accurate summaries, improving financial analysis.	Source Code Link
AI vs Human Text Classification Using BERT Neural LLM Model	Achieved 95% classification accuracy, surpassing human performance.	Source Code Link
OCR-ID: Optical Character Recognition for Identity Documents	Achieved 98% data extraction accuracy, expediting KYC processes.	Source Code Link
Flight Price Prediction using AWS Sagemaker	Increased prediction accuracy by 15%, aiding cost-effective travel.	Source Code Link
Gen AI for vision Aadhar and PAN Card KYC Using Computer Vision	Streamlined KYC verification, reducing processing time by 60%.	Source Code Link
Gen AI Project using LangChain & LLAMAINDEX	Enhanced model interpretability and performance in complex tasks.	Source Code Link
Future Insights Advanced Time Series Forecasting	Improved forecast accuracy by 20%, aiding strategic planning.	Source Code Link