Ashutosh Singh

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EDUCATION

University of Cincinnati, Carl H. Lindner College of Business, Cincinnati, Ohio   Expected August 2020
Master of Science in Business Analytics   **GPA: 4.0/4.0**
- **Relevant Coursework:** Statistical Methods, Probability Modelling, Big Data Integration, Data Management, Data Visualization, Data Mining, Applied Linear Regression, Optimization, Time Series & Forecasting.

Indian Institute of Technology Patna (IIT Patna), Patna, India   August 2017
Bachelor of Technology, Chemical Science and Technology   **GPA: 8.63/10**

SKILLS

- **Analytical Tools:** R, Python, MS SQL Server, Tableau, SAS, MS Excel, Spark
- **Statistical Techniques:** EDA, Hypothesis Testing, A/B Testing, Classification, Regression and Clustering Models
- **Software Development:** Java, JavaScript, AngularJS, HTML, Android

EXPERIENCE

Ameritas, Cincinnati, Ohio   January 2020 - April 2020
Graduate Student Consultant - Data Science & Customer Experience
Partnered with the Customer Experience (CX) team of Ameritas to improve customer retention for their Index Universal Life (IUL) insurance product
- Identified key factors driving the customer churn by performing EDA and feature engineering on 50K+ policy records for the 10-year period
- Built customer churn prediction algorithm using supervised learning techniques and achieved 80% accuracy in identification of actual lapsed policies
- Proposed recommendations to Senior executives/Marketing team about forecasted annual savings of $0.44M and $4K in terms of premiums and marketing costs based on the model results

Napier Healthcare, Hyderabad, India   July 2017 - June 2019
Software Engineer
- Developed Nursing dashboard displaying quantitative metrics, KPIs and actionable items for the Nurses using SQL/T-SQL and Java APIs and integrated it with HighCharts in the frontend
- Cleaned and Analyzed 10K+ clinical records to identify key trends in patient vitals, care plans for a Long-Term Care Product and communicated the same with the Product Management team using dashboards and reports
- Designed Stored Procedures, triggers, APIs and optimized the existing ones to speed up the medical screening process for the air traffic license applicants improving overall efficiency by 30% (15 min to 12 min)
- Reduced the time required for billing and EMR report generation by 25% by consolidating all the existing business user reports into a single user interface
- Implemented data-driven recommendations for the nurses reducing their patient vitals entry time by 50%

PROJECTS

- **Profitable Rental Areas Identification using R and Tableau:** Carried out EDA and performed feature engineering on the Airbnb and Zillow data to identify the most profitable zip codes for short-term rental investments in NYC.
- **Customer Segmentation Analysis with Python:** Performed quadrant-based analysis and k-means clustering on customer-level data to identify different groups on the basis of their RFM (Recency-Frequency-Monetary) score.
- **Movie Recommendation System using R:** Built a recommender system on Movielens data using the User-Based Collaborative Filtering (UBCF) approach and evaluated the model performance using metrics like RMSE.

HONORS & ACTIVITIES

- Awarded **Institute Silver Medal** for graduating with the highest GPA in my Bachelor's Degree at IIT Patna