YASH DUGAR

yashdugar111@gmail.com | +1-412-450-2367 | https://www.linkedin.com/in/yash-dugar/

EDUCATION

Carnegie Mellon University (CMU) | Pittsburgh, PA   **May 2023**
Master of Science in Data Analytics for Science **(GPA: 4.07/4.0)**
Relevant Coursework: Mathematics of Machine Learning, Linear Algebra for Data Science, Modern programming for Data Science, Overview of Statistical Learning and Modeling, Introduction to Large-Scale Computing in Science, Biostatistics

Delhi Technological University (DTU) | New Delhi, India   **June 2019**
Bachelor of Technology in Mechanical Engineering with specialization in Automotive Engineering **(CGPA: 8.67/10.0)**
Relevant Coursework: Mathematics-I and II, Programming Fundamentals, Quantitative Techniques, Operation Research

EXPERIENCE

ZS Associates | Gurugram, India
Decision Analytics Associate Consultant   **Jan 2022 – July 2022**

- Utilized Python to analyze quantitative and behavioral attributes for a medical device company resulting in refining customer segmentation and developing a roadmap strategy for future success.
- Collaborated with a client in expanding market leader position by looking at historical data to identify evolving customer needs, allowing for implementation of an agile promotion planning and execution strategy.
- Facilitated online and in-person training sessions for 300+ new recruits on Python, SQL, and Excel and provided mentorship to 20+ new associates.

Decision Analytics Associate   **June 2019 – Dec 2021**

- Calculated pipeline and cross-selling opportunity for commercial integration of two major healthcare firms, helping develop strategic growth priorities for its market in 20+ countries; team awarded "Project Champion" award at year-end.
- Optimized structure and size of external and internal sales teams for a CGM device-selling firm on R and forecasted ROI curves based on different financial scenarios, resulting in a ~70% increase in company's total revenue.
- Created an integrated promotion strategy utilizing R for a medical device company across both field and digital channels, considering various COVID-19 recovery scenarios while keeping in mind uncertainty of a complete return to normalcy.
- Led a team in a case study of 200+ participants by identifying actionable steps to increase overall sales for a pharmaceutical client, using regression to analyze data and forecast future revenue; team ranked first in the competition.

Snapdeal | Gurugram, India
Business Analyst Intern   **June 2018 – July 2018**

- Employed Markov chain Monte Carlo methods to design machine learning model in Python to validate customer addresses, leading to a remarkable increase in overall revenue by approximately ~15%.
- Leveraged SQL to examine data from online advertisements and prepared a comprehensive analysis of quantitative impact of on product sales with help of visualization techniques on Tableau.

PROJECTS

University Capstone Project | LivaNova | CMU   **Jan 2023 – Present**

- Developing clustering algorithms enabling identification of specific patient segments to benefit most from mechanical circulatory support, providing maximum value for both patients and healthcare providers.

H&M Personalized Fashion Recommendations | CMU   **Jan 2023 – Present**

- Employing a deep learning model using customer purchase history, images, and metadata to predict articles customers will buy in 7-days period after training data ends.

Neural Network Implementation from Scratch | CMU   **Jan 2022 – Feb 2022**

- Implemented a Neural Network on PyTorch, both with and without use of Autograd, and subsequently conducted an analysis of loss and accuracy plots to compare results.

Hospital Rating Prediction | CMU   **Sep 2022 – Dec 2022**

- Applied machine learning and statistical techniques to study a comprehensive dataset and calculate hospital ratings with an AUC of 91%, leveraging different boosting and bagging algorithms.

LEADERSHIP

National Service Scheme | DTU   **Aug 2016 – July 2018**

- Facilitated five career development coaching seminars, mentoring engineering 250+ students from 10+ colleges.
- Led a team of 10 students volunteering as educators in an NGO dedicated to development and rehabilitation of underprivileged women and children.
- Collaborated with the Red Cross Society to organize three campus-wide blood donation campaigns.

SKILLS

Technical Skills: Python, R, SQL, Tableau, Power BI, Pyspark, PyTorch, TensorFlow, Microsoft Excel, Qualtrics
Certifications: Statistics with Python, Mathematics for Machine Learning, Probability Theory (*Coursera-2021*); Business Analysis Overview, Linear Regression Model, Machine Learning and Data Analytics (*Skillsoft-2021*)