Edoardo Palli

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WORK EXPERIENCE

27/02/2023 – CURRENT Milano, Italy
DATA SCIENTIST LOKKY

The main project I took part in Lokky was the design and development of a **Lead Scoring** model for predicting the likelihood of users subscribing to an employment insurance policy while browsing the corporate site, assigning each user a business priority. I compared different techniques, using both a **parametric** and a **nonparametric approaches**, in order to fit the best classifier. I started with different multinomial logistic models, then I moved to machine learning techniques. The final model was a **Reinforcement Learning** method that learns the best policy in terms of number of insurance policy sold and the decision that would have taken the sales manager.
In order to overcome the issue of low data volume I implemented a **synthetic data generator** algorithm to feed the models in the training part.
I have achieved excellent performance in terms of goodness of fit and prediction accuracy on both the training and test sets while avoiding overfitting.

The second project I'm working on involves consultancy and it aims at implementing a mockup of a customer check-up for individuals interested in subscribing a digital insurance policy. My task was to implement the algorithm, collaborating with the customer in order to receive their feedback, meeting their needs and updating the mockup accordingly. I particularly appreciated the alignment work with the client and that is an aspect that I am seeking to improve, in order to be able to manage a data scientist project in all its aspects.

Lastly, I'm working closely with Lokky's IT department to deploy into production a specific insurance product quoting tool I've developed. It's a Python script that interacts with the Pyodbc library, enabling API services by connecting to the company's server.

Website https://www.lokky.it/

EDUCATION AND TRAINING

03/2021 – 05/10/2023 Milano, Italy
MASTER DEGREE IN MATHEMATICAL ENGINEERING - STATISTICAL LEARNING Politecnico di Milano

I strenghten my knowledge on mathematical theory and applied through in data science projects in order to solve practial and complex problems. The project involved me mainly in classification tasks, modeling, cluster analysis and distribution estimation, and I was asked to design the algorithm structure, implement it and analyze the results.

The main exam was: Real and Functional Analysis, Algorithms and Parallel Computing, Applied Statistics, Nonparametric Statistics, Bayesian Statistics, Machine Learning, Deep Learning, Stochastic Dynamical Models

Website https://www.polimi.it/

09/2017 – 03/2021 Milano, Italy
BACHELOR DEGREE IN MATHEMATICAL ENGINEERING Politecnico di Milano

I deeply study mathematical and physical theory preparing the most important mathematical exams: Geometry and Linear Algebra, Mathematical Analysis (1,2), Complex Analysis, Numerical Analysis, Functional Analysis, Probability, Fundamentals of Operations Research, Models and Methods for Statistical Inference

Website https://www.polimi.it/

LANGUAGE SKILLS

Mother tongue(s): **ITALIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH - CAMBRIDGE FIRST CERTIFICATE	C1	C1	B2	B2	B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

Programming languages

Python | R | SQL | PowerBI - Dashboards | Matlab

Software proficiency

Microsoft Office | Latex

ADDITIONAL INFORMATION

PROJECTS

28/02/2023 – 26/08/2023
Lead Scoring with Machine Learning Techniques for Lokky Insurance Company Developed a classification model to prioritize prospects at a commercial level for the insurance company. Initially, implemented a multinomial logistic regression model and later transitioned to a machine learning approach. To enhance the model's predictive performance, synthetic data was generated to replicate the distribution of real-world data and enrich the training dataset.

Programming languages: Python, RStudio

Bayesmix Led a team in conducting a Bayesian statistics project aimed at expanding the capabilities of the C++ library, Bayesmix. The study involved developing a finite mixture model by implementing the Telescoping Sampling algorithm to cluster data using a Bayesian approach. Analyzed the statistical sample distribution and provided insights into data clustering.

Programming languages: C++, RStudio

Covid and Mobility Collaborated in a team to analyze vehicle mobility patterns in Lombardy during the lockdown period and compare them with the months preceding the lockdown. The goal was to understand the impact of the pandemic on the commuting patterns of Lombardy workers. The project was conducted as an extracurricular activity for the Applied Statistics. Worked in collaboration with the Mox Department at Politecnico di Milano.

Programming languages: RStudio

Alzheimer Detection Data analysis project carried out in a team of 5 people, aimed at studying Alzheimer's patients and predicting possible new cases from some information and characteristics of the patients themselves. The project is part of the Nonparametric Statistics course and makes use of nonparametric techniques.

Programming languages: RStudio

Client Segmentation Data analysis project in a 4-person team on a bank dataset of the bank's own utilities and customers in order to cluster customers, capture their main characteristics to offer specific and targeted financial services. The project was carried out during the Fintech course.

Programming language: RStudio and Matlab

ERASMUS

01/09/2022 – 15/02/2023
Erasmus in Athens