

## DAANISH RAJ

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### EDUCATION

**Columbia University, NY - School of International and Public Affairs (SIPA), Graduate School of Arts & Sciences (GSAS)**  
Dual Degree Candidate - Master of Public Administration, M.A. in Quantitative Methods in the Social Sciences (QMSS) (2014-16)

- GPA: SIPA - 4.1/4.0; QMSS – 3.7/4.0
- Coursework includes Probability, Statistical Inference, Data Visualization, Data Structures & Algorithms, Linear Regression, Machine Learning, Data Mining
- Techniques studied include KNN, PCA, LDA, QDA, cross validation, bootstrap, shrinkage, trees, bagging, random forests etc.
- Proficiency in Java, R, Python, STATA, D3.js, MS-Office applications
- Annual Academic Scholar (students with highest GPAs at SIPA); Paul Volcker Scholar at the International House of New York
- Member, The International Fellows Program (IFP), a unique year-long seminar aimed at fostering a deeper understanding of U.S. foreign policy in a rapidly changing world. The program selects 30 students across all graduate schools at Columbia University
- President of the Residents' Council at the International House of New York, a 90-year-old community of 700 students & professionals from 100 nations. This is an elected body representing the interests of the residents to the administration

### University of Cambridge

Cambridge, U.K.

Advanced Post Graduate Diploma in Economics (Sep 2008 - July 2009)

- Microeconomics, Macroeconomics, Econometrics
- Cambridge Commonwealth Trust Scholar; Member: *The Combined Actors of Cambridge*, Homerton College cricket team

### Osmania University

Hyderabad, India

Bachelor of Commerce (June 2004 - April 2007) – *first class honors degree*

- Member: Hyderabad cricket team, University cricket championship winning team (2004) (pursued a career in the sport until 2007)
- Scored 95% in Indian School Certificate (ISC) high school examination, the second highest aggregate in the state of Andhra Pradesh

### EXPERIENCE

**TechnoServe** (*Leading global non-profit implementing business solutions to poverty*)

Mumbai & Madhya Pradesh, India

**Manager** (Feb 2013 – Jul 2014)

- The role merged analytics, business development and managerial responsibilities in a fast paced NGO-government-private sector setting
- Strengthened 3 Farmer Producer Companies (FPCs) established under the World Bank funded District Poverty Initiatives Project
- Developed and managed relationships with diverse stakeholders including management, BoDs of FPCs, farmers and govt. officials
- Created and supervised surveys, then analyzed data to implement operational and business solutions: created field teams; raised \$80,000 of debt capital; increased gross margins in seed and fertilizer business lines from 7 to 12% and 0 to 3% respectively
- Increased outreach from 300 to 1000+ farmers in Narsinghpur; generated profits - a first - increasing turnover by 100%

### Pratham Education Foundation

New Delhi, India

(*Pratham is India's largest education NGO, providing primary education to about 20 million children across 20 states each year*)

**Program Manager** (June 2012 – Jan 2013)

- Led an impact evaluation of Pratham's programs in two large Indian states, partnering with a leading global market research firm
- Implemented an efficient data collection system across approx. 25000 program villages, spanning 17 states

**Senior Research Associate, ASER (Pratham's research entity) Centre** (June 2010-May 2012)

- Member, Poverty Action Lab (J-PAL) working group on the 'Mother's Literacy' impact evaluation study [RCT] in two Indian states
- Managed a team of 7 associates to conduct Annual Status of Education Report (ASER) (the largest non-govt. education survey in the world) across west & central India. The team mobilized partners, planned & executed the survey and disseminated findings
- Developed new survey quality metrics; then wrote programs using STATA which helped us optimize our Monitoring & Evaluation strategy, improving survey quality across 500+ districts of India
- Led a team of 60 associates across 17 states to conduct a longitudinal evaluation of Pratham's flagship teaching program, 'Read India', where 250,000 children were being tracked for 3 years across 250 districts
- Co-led a team of 240 field associates across 228 villages to conduct a research study on the efficacy of an education program undertaken by a state govt. in 30,000 primary schools
- Trained large groups at the national, state and district levels during the ASER survey and other impact evaluations

### Deloitte & Touche

Hyderabad, India

**Associate Analyst, Strategy, Research & Innovation** (Apr 2007 – Mar 2008)

- Researched & analyzed data on companies to identify potential clients to enable better targeting by the U.S. Partners
- Worked with clients to identified areas where potential to reduce tax liability was sizeable

### OTHER

- Drafted submission to the Chief Justice of India when the validity of the Right to Education (RTE) Act was challenged in July '11
- Fluent in Hindi & English; French & Telugu (basic)
- Apart from foraying through more than 100 districts across 21 Indian states, I've traveled through England, Scotland, Germany, Czech Republic, Austria, Nepal, U.A.E., Thailand, Malaysia, Israel and Palestine