Krish Lakshmi Narayanan

COMP. MATH & STATISTICS - UNIVERSITY OF WATERLOO

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Summary of Qualifications

- Immense working knowledge in Data Science packages and tools such as **Pandas, NumPy, Scikit-learn, DBT, Matplotlib** and **Jupyter**
- Strong programming skills developed from internships and courses including **Python, R, SQL , GIT, C, JAVA,** and **Javascript**
- High proficiency in Machine Learning models including regression models (**Linear** and **Logistic**), tree-based models (**LightGBM, XGBoost,** and **Random Forest**), k-means clustering and Neural Network frameworks (such as **PyTorch**)

- Adept skills in Data Visualization tools like **Power BI** and **Looker** as well as experience with Data Analytical tools such as **Google Analytics, BigQuery** & **ThoughtSpot,**
- Experienced in data structures and algorithms, quantitative modelling and computational methods of financial modelling (**Monte Carlo simulations, Computational SDE solutions, Black Scholes**)
- Experience in using Cloud Computing software such as **AWS** (**S3, Athena**) & **Azure** and big data processing/automation engines such as **Apache Spark, FiveTran, Snowflake** and **Airflow**
- **Agile project management** and **Cross-functional Collaboration** skills obtained from past experiences

Experience

Data Intern, Data Analytics and Engineering – 1Password – Toronto, Canada – (May 2024- August 2024)
- Migrated Google Analytics data from UA to GA4, building pipelines for 2B+ rows using **Google API Client** (ingestion), **S3, DBT** (transformation), **Python,** and **Amazon Athena**, ensuring seamless transition and data integrity through validation and data transformation
- Developed predictive models with **LightGBM** and **Logistic Regression** to analyze customer interactions with TOF CTAs, informing A/B testing strategies to boost website interaction
- Created **Minimum Detectable Effect** Calculator for A/B/C+ experiments and designed & analyzed **A/B experiments** in the **B2B** space, resulting in a 5%+ lift in website clicks
- Deployed **LookML** changes and created key visualizations for the Marketing Analytics Web Dashboard on **Looker**

Product Management Intern, Day to Day Banking – Scotiabank – Toronto, Canada – (September 2023- December 2023)
- Product Owner of Retail Banking Checking accounts - designed competitive offers, handled grievances and ensured functioning of accounts
- Conducted Global analysis on top trends impacting D2D business, through analysis of the Quarterly results of major competitors in D2D Space
- Facilitated the launch of strategic initiatives from meeting organization, research and coordinating project timelines and requirements

Data Analyst Intern – Super – Toronto, Canada - (January 2023 – April 2023)
- Performed pricing experiments on SuperTravel and ReservationStays product through **A/B testing** methodology on **Python** which determined optimal pricing strategies for the products and implemented experiment visualization trackers on **Looker**
- Found key segments that drive net revenue in the products through in-depth investigation into the products with the use of **Python, SQL queries** and **Microsoft Excel** and communicated the same with the respective stakeholders that helped raise the net revenue of the segments by over 5%
- Delivered crucial Datasets through **SQL, Python, Airflow DAGs** and **Fivetran** connectors for stakeholders for pivotal decision making

Small Business Data Analyst Intern – Scotiabank – Toronto, Canada - (January 2022 – August 2022)
- Engineered a linear programming **Excel** Model, which assessed advisor training Certification and performance to determine salary milestones and promotional opportunities of over 600 small business advisors nationally
- Executed strategic ad-hocs, weekly data refreshes involving **R** and **SQL Queries**, and produced bespoke **Power BI** dashboards to support the Small Business Analytics team
- Advised the Business Transformation team to increase user engagement with SBP360 by creating targeted Workplace posts, shooting training videos for advisors, and designing an internal website with comprehensive resources

Intern – Max Bupa Health Insurance – Gurugram, India – (February 2021- August 2021)
- Built a logistic regression model on **R** and **Excel** that determined the probability of lapse at the time of onboarding a customer
- Conducted a cost benefit analysis to identify non-genuine claims vs impact on customer retention on **Excel**
- Both projects influenced the company to employ differentiated marketing/retention strategies to increase the retention rate

Education

Honors Bachelors of Mathematics Co-op – University of Waterloo
- Double major in **Computational Mathematics** and **Statistics** and Minor in **Economics**
- Graduating with a **Dean's Honors in Statistics and Computational Mathematics**
- Received **Term Honors distinction** in 6 separate study terms
- Recipient of **Academic Scholarship of Distinction**
- Relevant coursework include – **Neural Networks, Financial Modeling, Stochastic Processes, Advanced Regression, Classification,** and **Data Structures and Algorithms**

Interests

Enjoy playing basketball, football & tennis, and explore creative endeavors through playing the piano