

# Kush Khanolkar

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## Work Experience

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**Senior Revenue Data Scientist**, Asana – San Francisco, CA 2021– 2024

- Planned multi-year licensing experimentation timeline across teams and was responsible for designing, monitoring, and evaluating 50+ A/B and non-experimental tests resulting in over \$8M in ARR (~5% of global growth)
- Owned statistical interview loop; created the first revamp of statistical interview questions in company history; interviewed over 80 candidates for DS roles across teams; grew interview team from 2 to 7 to support an increase in hiring
- Set usage-based limits for a major company-wide pricing refresh for all customers
  - Worked with business, engineering, sales, and customer support stakeholders to design a rollout and monitoring strategy for the new pricing tiers that led to all P0 bugs being caught within 24 hours
  - Used causal inference techniques to determine the impact of the new pricing strategy which was used by the company C-suite to identify key areas of opportunity
- Owned all core revenue expansion metrics and datasets
  - Built an 18-month expansion revenue forecasting model in Prophet, leveraged by Finance + Business VPs to plan marketing spending and set external guidance for the upcoming year
  - Consulted with feature and business teams across the company in assessing expansion revenue impact
  - Built 30+ new revenue datasets, metrics, and processes leveraged by DS across the company

**Data Science Intern**, Asana – San Francisco, CA 2020

- Developed Propensity Score Matching (PSM) framework used by DS across the company for causal inference
  - Pioneered the idea of PS “stratification” based on published research to improve the robustness of results
  - Leveraged the above method to identify the most valuable third-party integrations for expansion
  - Continued support of the framework by developing models, internal regressors, matching criteria, and sampling methods

**Software Engineering Intern**, Microsoft– Redmond, WA 2019

- Designed a platform to orchestrate asynchronous recovery scheduling on core-commerce framework code
- Estimated savings of 150 developer hours annually

**Data Science Intern**, BTG Ekos– Bothell, WA 2018

- Justified a new durability test to the FDA based on the analysis of EkoSonic Catheter data logs for abnormalities in performance
- Key findings include finding bi-modal failure timing, the independence of temperature decay with therapy length, and higher-than-expected operating temperature in certain types of treatment

## Education

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**University of California, Berkeley (3.87 GPA)** 2021

*B.S in Electrical Engineering and Computer Science*

## Skills

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**Languages:** Python (Pandas, NumPy, Seaborn, Keras, Xgboost, Prophet, etc.), Jupyter, SQL, Git, Javascript, Java, C#

**Analytics:** A/B testing, Experimental Design, Hypothesis Testing, Causal Inference, Revenue Analytics, Big Data

**Modeling:** Neural Networks, Reinforcement Learning, Time Series, NLP, Bayesian and Frequentist Statistics

## Selected Projects

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**Data Science Consulting Team Lead**, Codebase Berkeley 2017– 2019

- Created a gradient boosting model that increased CTR to PPV conversion accuracy by 22% for an ad-tech client
- Led a team to create an automatic data cleaning and visualization pipeline for a biotech client

## Safe World

- Developed a web application that uses historical crime data to provide safe walking directions
- Responsible for developing the pathing algorithm and optimizing it to run in real-time (down from 2 minutes)