Arnav Lohe

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SUMMARY

Data Scientist with 2+ years of experience in pricing, revenue management, statistical analysis, and leveraging data insights to drive business and technical decisions

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY — **Atlanta, GA**
Master of Science in Quantitative and Computational Finance — *December 2025*

Coursework: Stochastic Processes in Fin., Derivative Securities, Computational Data Analysis, Regression Analysis, Systems for Computational Fin.

RUTGERS UNIVERSITY NEW BRUNSWICK — **New Brunswick, NJ**
Bachelor of Arts in Mathematics, Minor in Computer Science — *August 2020*

PROFESSIONAL EXPERIENCE

Cardlytics, Inc. — **Atlanta, GA**
Data Scientist - Pricing & Strategy — *2 years | July 2022–Present*

- Leveraging **causal modeling methods** to own and enhance redemption liability prediction on post-serve advertisement campaigns
- Providing **consultative analytics support** for executive leadership, utilizing robust querying, scripting, and visualization methods for data insights
- Helping leadership **measure** the monetary **impact** of business initiatives through visual and data insights
- Providing analytics support for Sales and Client Success as a pricing and margin management **subject matter expert**

Selected Achievements

- Improved post-serve redemption liability model performance by **10-20 R^2 percentage points** for various verticals through addition of new predictors
- Created the company's first post-click redemption liability predictive model with up to **80% R^2**, enabling the shift towards CPE pricing contracts for new clients
- Assumed responsibility for pricing, revenue management, and upsell opportunities on **$50M+** in billings
- Created standardized Spend Post Serve and margin simulation methods for custom campaigns to within **95% accuracy**

Tools: R, SQL, Python (numpy, pandas, scikit-learn), Tableau

Dolat Capital — **Mumbai, India (remote)**
Quantitative Trading Analyst Intern — *4 months | August 2020–December 2020*

- Contributed to development of **high-frequency market-making** strategies for equities on the NSE
- Managed algorithm execution and risk management
- Leveraged **linear models** to generate **automated trading signals**

Tools: C++, Python (Jupyter)

Acuity Brands — **Conyers, GA**
Data Science Intern — *3 months | May 2021–August 2021*

- Contributed to building Acuity Brands' emerging ML Ops and business forecasting platform by building integrated ETL processes and **data pipelines** for legacy data migration

Tools: Python, SQL, Databricks

QBE Insurance North America — **New York, NY**
IT Business Systems Analyst Intern — *3 months | May 2019–August 2019*

- Saved hundreds of manual work hours annually for the IT Department by **automating** internal IT department **workflows**

Tools: Microsoft Excel VBA