

Mohil Khare

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PROFESSIONAL EXPERIENCE

IDFC FIRST BANK

Data Analyst

Mumbai, IN

July 2022–Present

- Spearheaded the analytics for Retail Investments and Private Banking business units with AUM portfolio exceeding INR 23,000 Crores, leading a team of 3, delivering actionable insights and facilitating reporting.
- Developed an analytical model to determine the likelihood of customers designating our bank as primary, applying logistic regression for correlation and causal inference for causality analysis.
- Devised a Value Index Navigation model with the Investment research team, tailoring equity allocations and mutual fund recommendations to customer risk profiles and fund performance, achieving 18% CAGR.
- Performed text mining to create a hobby dictionary for HNI customers to design curated engagement experiences, increasing customer turnout by 30%.
- Architected a wealth engagement scoring system to classify the customers along a dynamic spectrum—ranging from no investment intent to safe and high-risk investment appetite—enabling hyper-personalized engagement strategies.
- Created portfolio allocation framework to identify customers eligible for relationship manager assignment and engineered an algorithm for last-mile allocation. This resulted in an improvement in RM throughput of 11%.
- Calculated and analyzed Customer Lifetime Value (CLTV) for urban liability customers to enhance customer prioritization and optimize engagement strategies.
- Secured over INR 7 Crores in additional revenue through text-mining highly affluent neighbourhoods to identify prospective HNI customers.
- Prepared business review decks for executive-level business reviews, packaging key trends and opportunities.
- Developed and deployed a Tableau dashboard for 200+ private banking frontline users, ensuring alignment with key business metrics and achieving a 93% adoption rate through comprehensive walkthroughs.
- Streamlined MIS reporting processes by automating workflows, transitioning daily manual tasks into single-click solutions, significantly reducing turnaround times and minimizing error rates.

SCHNEIDER ELECTRIC

Data Analyst Intern

Mumbai, IN

April 2021

- Conducted comprehensive macro-level analysis of the waste-to-energy market in India, identifying key trends, market dynamics, and growth opportunities.
- Leveraged public datasets to size market opportunities and recommended strategic white spaces in the Indian market relative to global benchmarks, guiding potential investment and expansion strategies.

EDUCATION

K.J. SOMAIYA INSTITUTE OF ENGINEERING AND IT

Bachelor of Technology in Computer Engineering

Mumbai, IN

August 2018–June 2022

- Final CGPA: 9.36 / 10
- Studied core computer science concepts including machine learning, data analysis and data structures and algorithms.
- Served as the Chairperson for the Computer Science of India unit of the institute, managing a team of 150.

SKILLS

- Technical Toolkit: Python, SQL, AWS, SAS, Clickstream, CleverTap, Tableau, Microsoft Office
- Analytical Enablers: Machine Learning, Causal Inference, Statistical Modeling, Vintage Analysis, MIS Automation

RECOGNITION & HONORS

- Award for Excellence (FY23-24) by Data & Analytics - IDFC First Bank.
- Award for Exemplary Contributions (H1 FY23-24) by Data & Analytics -IDFC First Bank.
- Special Recognition by Private Banking - IDFC First Bank.
- Award for Academic Excellence - K.J. Somaiya Institute of Engineering and IT.