

MONISHA PATRO

+1 (812) 345-4652 monishaapatro@gmail.com linkedin.com/in/monisha-patro/ GitHub Portfolio

WORK EXPERIENCE

Mercor

June 2025 to Present

Data Scientist | New York, USA

- Led funnel analysis uncovering capacity bottlenecks, driving a 40% improvement in efficiency and faster care.
- Owned end-to-end design of performance dashboards, aligning cross - functional operations on shared success metrics, reducing response times from weeks to near real-time.

Candid

May 2024 to December 2024

Data Scientist | New York, USA

- Implemented scalable ETL pipelines in SQL, Python, and PySpark automating data ingestion and data manipulation, accelerating analytics and improving operations by 25%.
- Integrated mastered datasets into public APIs, enhancing accessibility and improving customer success by 73%.
- Collaborated cross-functionally to translate stakeholder requirements into Tableau dashboards informing product strategy, contributing to a 15% increase in product adoption and tracking key KPIs.

EProtons

October 2022 to July 2023

Data Scientist | Berlin, Germany

- Identified revenue stagnation through market analysis and led a dynamic pricing A/B experiment, driving a 12% revenue lift and improved new customer acquisition.
- Developed KPI dashboards for sales operations, providing predictive forecasting, improving efficiency by 64%.
- Conducted revamp of PostgreSQL indexing enhancing query performance by 27% powering predictive models.

Mukham

May 2022 to March 2023

Data Analyst | Hyderabad, India

- Led development of facial authentication models for fraud detection, cutting spoofing incidents by 50%, increasing sales operations by 35% through data analytics and data-driven insights.
- Boosted fraud performance and risk assessments using time-series signals into predictive models, by 35%.
- Established end-to-end facial-image preprocessing pipeline with OpenCV, improving image quality.

PROJECTS

eBay Product Strategy Analytics

- Architected large-scale datasets by integrating eBay API, transforming raw data into pipelines enhancing marketplace prices listing insights.
- Analyzed listing formats to uncover insights driving 12% higher sell-through, shaping pricing strategies.

Marketing Campaign Optimization

- Identified high-performing customer segments through behavioral and transactional analysis, enabling targeted business development strategies improving campaign ROI and reducing marketing spend inefficiencies.
- Enhanced campaign success rate by 15% by aligning promotional offers with customer financial behaviors, enhancing retention and cross-sell opportunities across key demographic groups.

EDUCATION

Indiana University Bloomington

United States

Master of Science in Data Science

August 2023 to May 2025

Vellore Institute of Technology

Bachelor of Technology in Computer Science

June 2019 to May 2023

SKILLS

Programming and Databases: Python, SQL, R, PySpark, ETL, AWS, Azure, GCP.

Statistics/Experimentation: A/B Test, Causal, Forecasting, Correlation Analysis, Time-series Analysis.

ML/Visualization: Regression, Classification, Predictive Modeling, Recommendation Systems, TensorFlow, PyTorch.