

# Raghu Dasari

Frisco, TX

-Email me on Indeed: <http://www.indeed.com/r/Raghu-Dasari/17b13a09fb70c2fe>

Data Science and Analytics leader with experience in building and managing data science and machine learning teams. Proven ability to execute multiple, major projects successfully with 11+ years of experience in Analytics, Machine Learning, Statistics, Marketing Research, Predictive Modeling and Reporting. MBA in Marketing & Operations and Master's in Computer Science. Leverage technical expertise and business acumen to create simple solutions for complex problems.

Willing to relocate: Anywhere

## Work Experience

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### **Assistant Vice President, Data Science**

Caliber Home Loans - Coppell, TX  
September 2019 to Present

- Played key role in building a new data science team for the department of enterprise analytics. Lead the data science team, directly reporting to SVPs' and C-level executives.
  - Responsible for developing the team structure, vision, stakeholder management, project prioritization, coaching, performance appraisal and team development.
  - Though focus is on revenue management projects, interfaced with various departments across the company and developed analytical solutions for their immediate and day-to-day business problems.
  - Developed various propensity models which led to additional \$2mn growth in revenue.
  - Designed and developed a loan cycle time model that improved the loan processing time from around 90 days to 40 days which cleared more than 25k loans in the active pipeline and an additional few million to the funding capacity each month.
  - Designed and developed a model to predict the best time to reach out to the customer which improved the contact rate by more than 30%.
  - Developed various models using regression, classification, Markov, clustering and other techniques such as customer behavior prediction, event-based refinance.
  - Mentored data scientists and managed models such as predicting delinquency, early pay-off, sales officers' recruitment and production volume developed on various advanced algorithms such as Decision Trees, Regression, Support Vector Machines, Bayes and Boosting.
  - Partnered with Executives/Stakeholders to discover, incubate, justify and prioritize business value generating ideas/use cases in Machine Learning.
  - Worked closely with the Architecture, Data Warehouse and Data Engineering teams and setup successful processes to obtain clean data from internal and external data sources, manage tables for data science team.
  - Manage and monitor the existing projects, maintain the project documentation.
- Environment: Machine Learning, Python, R, Data Analysis, Data Mining, Predictive Modeling, SQL Server, Statistics, Azure, Data Analysis.

## **Lead Data Scientist**

Verizon - Irving, TX

January 2019 to September 2019

- Discussing the business requirement with client. Approach formulation and design methodology to match client requirements.
- Support the development of the Data Sciences team, both as a Data Scientist and through mentoring and development of junior members of the team.
- Work with both onsite and offshore analytical resources. Identify and prioritize high leverage opportunities for the team.
- Work cross functionally to define problem statements, collect data, build analytical models and make recommendations.
- Lead and grow our data science team. Manage team priorities and backlog. Working with a team of associates to develop insights from the data and converting them to business through machine learning models.
- Working closely with the business intelligence and product management teams in hypothesis formulation, testing the designed hypothesis and providing them feedback and suggestions.
- Working with both Product Managers and Project Managers to discuss and analyze the progress of the assigned tasks, timelines and new insights in the data.
- Extracting data from different sources, understanding the data behavior through descriptive statistics and exploratory data analysis.
- Analyze and Prepare data, identify the patterns on dataset by applying historical models. Collaborating with other Data Scientists for understanding of data.
- Perform data manipulation, data preparation, normalization, and predictive modelling. Improve efficiency and accuracy by evaluating model in Python and R.
- Building ML models like Decision Trees, Regression, Time Series, Boosting and Support Vector Machines.
- Maintain System Appreciation and other design documents. Provide leadership and mentorship to other members of the team.

Environment: Machine Learning, Tableau, Python, R, Hive, Data Analysis, Data Mining, Predictive Modeling, SQL Server, Statistics, SQL, Data Analytics, A/B Testing, Hadoop, Statistics, Amazon SageMaker

## **Data Scientist**

Deloitte - Lansing, MI

November 2014 to January 2019

- Designed and developed machine learning algorithms to improve the value-based health care at individual level and provider level.
- Played key role in requirements gathering, designing, and data gathering to validating the model, presenting to the client and delivering the product.
- Worked on large data sets and analyzed data of various health care providers including provider profiling monitoring, provider performance and cost monitoring.
- Experience with cloud technologies and deployment process in production environments.
- Gathering business requirement from client. Approach formulation and design methodology to match client requirements.
- Extracting data from different sources, understanding the data behavior through descriptive statistics and exploratory data analysis.
- Cleaning and pre-processing the data by handling missing values, outliers and feature engineering.

- Checking the stationarity of time series data and the existence of trend and seasonality in the data through statistical analysis and performing data transformation techniques.
  - Developing and maintaining a wide range of machine learning algorithms such as Predictive Analytics, Regression techniques, Linear regression, Time series, Decision Trees, Neural networks, Support Vector Machines, Naïve Bayes, Sentiment Analysis and K-means clustering.
  - Improve the model until achieving best accuracy, interpret the results, generate reports and share key insights to the clients.
  - Work closely with the software development, database and data warehouse teams.
  - Work with client analysts to assess and balance workload and ensure timely delivery of analytic results.
  - Experience with deploying machine learning solutions in both cloud and on-premises environments in production and monitoring the performance of respective models.
  - Create and maintain various monthly and quarterly reports.
- Environment: R, Machine Learning, Eclipse, Crystal Reports, Tableau, Python, Java, Hive, IBM Cloud, Data Analysis, Data Mining, A/B Testing, Predictive Modeling, NoSQL, SQL Server, Oracle, SQL, NLP, Data Analytics, Apache Spark, Optimization, Corticon, IBM Watson, IBM WebSphere

## **Data Analyst**

Logipro (Bengaluru - India)

June 2009 to December 2012

- As a Data Analyst at LOGIPRO Software, worked with clients in Retail and Finance sectors.
- Developed fraud prevention, loan approval and loan default models for the clients in finance sector. Assessing earning and spending capacity of loan applicants, including asset and liabilities.
- Performed financial statement analysis for all types of loan transactions.
- Evaluated diversified credit risk and financial strength checks on borrowers.
- Developed insights and created models to optimize pricing strategy, inventory planning and predictive maintenance for retail clients.
- Developed customer churn models and drawn insights from the scores which are used to drive retention campaigns.
- Managed and analyzed large data sets using statistical tools and techniques.
- Extracted the source data from Oracle tables, MS SQL Server, sequential files and excel sheets.
- Parse and manipulate raw, complex data streams to prepare for loading into an analytical tool.
- Analyzed large data sets of data and presented key insights to the customers.
- Maintained Data Dictionary to create metadata reports for technical and business purpose.
- Build and maintain dashboard and reporting based on the statistical models to identify and track key metrics and risk indicators.
- Perform data analysis and data profiling using statistical tools such as R and database management systems Oracle/ SQL Server to support business requirements development.
- Understanding the customer behavior through exploratory data analysis and descriptive statistics.
- Develop Machine learning models, validate and analyze the results. Generate reports based on the results and present them to the sales and other respective teams.
- Segmented the customers based on demographics using K-means Clustering.
- Explored different regression and ensemble models in machine learning to perform forecasting.
- Presented insights to the higher management and other respective teams.
- Validated the machine learning classifiers using ROC Curves and Lift Charts.
- Performed Boosting method on predicted model for the improve efficiency of the model.

- Designed and implemented end-to-end systems for Data Analytics and Automation, integrating custom, visualization tools using R.
  - Collaborating with the project managers and business owners to understand their organizational processes and help design the necessary reports.
- Environment: R, Machine Learning, Data Analysis, Data Mining, Data Science, SQL Server, Market Research, Customer Analytics, Reports, Churn models, Oracle, Data Analytics, SPSS, MS Excel

## Education

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### **Master of Computer Science in Computer Science**

University of Central Missouri

### **Master of Business Administration in Business**

Amrita School of Business

### **Bachelor of Electronics and Communications in Electronics and Communications**

Narasaraopeta Engineering College

## Skills

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- Machine learning
- Statistics
- SQL
- Data Mining
- Data Analysis
- Market Research
- Data Modeling
- Tableau
- Python
- R
- Regression
- Classification
- Support Vector Machines
- Decision Trees
- Neural Networks
- Boosting
- Clustering Time Series
- Big Data
- Cloud

- Agile & Scrum
- Customer Analytics.
- Microsoft SQL Server
- PostgreSQL

## Links

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<https://www.linkedin.com/in/raghu-dasari-88338a48>