

# Rajesh Giri

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## EDUCATION

### University of Cincinnati, Carl H. Lindner College of Business

Cincinnati, Ohio

Master of Science, Business Analytics (STEM) | GPA: 3.8/4.0

Aug'21- Aug'22

- Relevant Coursework: Probability Models, Optimization, Applied Statistical Methods, Data wrangling, Linear Regression, Data Visualization, Data Mining, Statistical Modeling, Time Series and Forecasting

### Pune University

Pune, India

Bachelor in Electronics & Telecommunications Engineering

Jul'12 - Jun'16

## WORK EXPERIENCE

### Tiger Analytics

Cincinnati, Ohio

Data Scientist

May'22 – Present

- Developed a churn prediction model for a large financial client using **XG Boost** algorithm, captured **34%** churners within 2 months of adopting the model
- Building an **NLP** classification module in **PyTorch** using Transformer based models such as **BERT, XLM, GPT-2** etc.

### Ameritas Holding Company

Cincinnati, Ohio

Data Science Consultant (Part-Time)

Aug'21 – Feb'22

- Created comprehensive customer profiles for retirement plans by implementing a **K Means Clustering** model (using **Elbow** method) in **Dataiku** to establish customized marketing strategies, obtained a **Silhouette score of 0.64**
- Presented insights to leadership to facilitate targeted marketing contributing to **13%** increase in monthly sales

### Aditya Birla Capital

Mumbai, India

Deputy Manager – Data Science

Nov'18 – Aug'21

- Led a team of 4 to implement a **multi-label classification** model in **AWS SageMaker** to identify cross selling opportunities, contributing to **27% increase** in quarterly net sales
- Built a chat-based **NLP lead generation engine** to predict conversion likelihood using a **SVM classifier** and designed a scientific approach to evaluate model impact leading to **3x** increase in daily leads and **6x** increase in new business
- Managed **A/B testing** on scheme landing page, contributing to increase in annual SIP sales worth **\$12 Mn.**
- Extracted and analyzed industry data in **AWS Athena**, built dashboards in **Power BI** to track competition funds that aided top management for strategic decision making

### Edelweiss Financial Services

Mumbai, India

Risk Analyst

Jun'16 – Nov'18

- Analyzed portfolio risk metrics, automated risk reporting process using **Python**, reduced turnaround time by **~40%**
- Built a **credit scoring model** based on **LGBM Classifier** to forecast credit defaults for unsecured lending business, leveraged **SMOTE** technique to process imbalanced data
- Fetched data using **SQL**, performed data wrangling in **Python** to create a visual report in **Tableau** at a weekly basis that successfully helped driving business strategies
- Developed a **Stress Testing** Tool leveraging **SQL** and **Python** to gauge portfolio risk in extreme market movements scenarios

## SKILLS

- **Analytical Skills:** A/B testing, Hypothesis Testing, Regression and Classification Models (bagging and boosting), Time Series Forecasting, Data Visualization, Data Management, NLP, AWS
- **Tools and Programming:** Python, SQL, Tableau, Power BI, C++, MS Excel, VBA Macros

## ACADEMIC PROJECTS

- **Employee Attrition Prediction** – Predicted attrition on an insurance company database by building bagging and boosting in **Python**. Analyzed **SHAP** values and performed hyperparameter tuning for the best performing model i.e., **XG Boost**.
- **Bike Sharing Demand** – Forecasted the bike rental demand in Washington, D.C. using **Random Forest Regressor** in **Python**
- **Daily COVID-19 Cases Forecasting:** Forecasted the number of new COVID-19 cases in the US using **ARIMA** and **Facebook Prophet**

## HONORS & ACTIVITIES

- Awarded **CEO Quarterly Award** thrice in tenure at Aditya Birla Capital
- Appointed as College **Sports Secretary** for academic year 2014-15 and organized multiple sporting events
- **Finalist** in **John Deere Techno Champ** 2015, a national level contest. Developed a mobile app to detect seeder blockages