Ranjeet Kumar

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# Professional Overview



* A Data Science Expert with over 7 years of professional experience in data science, with a focus on machine learning, deep learning, artificial intelligence, and statistical analysis, specializing in leveraging data to drive business strategy and performance
* Demonstrated success as Lead Data Scientist, spearheading the digital lending vertical at a national level, achieving a 30% portfolio growth within a year, and increasing the department's contribution from 50% to 98% at Indusind Bank
* Implemented groundbreaking machine learning-based models for customer acquisition and behavior analysis, significantly enhancing efficiency and reducing acquisition times by 90%
* Played a pivotal role in operations management and business development, achieving 100% year-over-year growth in the client base and contributing to client strategy improvement at Atidiv
* Holds a Bachelor of Technology degree in Materials Science & Engineering from IIT Kanpur (Indian Institute of Technology, Kanpur), with skills in Python, SQL, and team leadership, underpinning a results-oriented approach to business development and data-driven decision-making

# Description: knowledge24x24icons Skills

Data Science | Machine Learning | Artificial Intelligence | Deep Learning | NLP (Natural Language Processing) | CV (Computer Vision) | LLM | ChatGPT | MLOps | Statistical Analysis | Data Visualization | Business Intelligence (BI) | ETL (Extract, Transform, Load) Processes | Python Programming | SQL Database Management | Risk Analytics | Team Leadership and Management | Strategic Decision-Making | Digital Transformation | Data Warehouse Development | Financial Reporting and Analysis | Business Development | BFSI | Digital Lending

# Professional Experience



## Lead Data Scientist | Indusind Bank Sep 2022 – Present

* Successfully led the digital lending vertical at a national level, achieving a substantial 30% portfolio growth within a year
* Implemented an innovative machine learning-based acquisition model for new customers, drastically reducing acquisition time by 90%, from 10 days to just 1 day
* Spearheaded the overhaul of the Digital Lending department, significantly increasing its contribution from 50% to 98% of the total operations, showcasing effective leadership and strategic insight
* Crafted and rolled out machine learning models in various domains, including Acquisition, Behavior, Collection, Propensity, and Churn, showcasing expertise in diverse ML applications
* Led the design and implementation of product policies and rule engines, enhancing the digital customer experience and showing proficiency in strategic product management and rule-based systems

## Associate Architect | Atidiv Mar 2019 – Sep 2022

* Demonstrated exceptional leadership in operations, achieving a remarkable 100% year-over-year growth in client base over two years
* Slashed 50% of administration costs by playing a key role in enhancing clients' team capabilities by aiding in the recruitment of multiple data science positions
* Spearheaded various machine learning projects encompassing Risk Classification, Fraud Detection, Time Series Analysis, and Natural Language Processing to forecast sales and understand consumer behavior, demonstrating expertise in applying ML techniques to real-world business problems
* Successfully developed data warehouses from the ground up, implemented self-service business intelligence (BI) solutions, & created fully automated dashboards for multiple clients, showcasing skills in data management & analytics
* Worked closely with Business Unit heads to contribute significantly to multiple client acquisitions and the enhancement of strategic approaches, reflecting strong collaborative and strategic planning abilities

## Business Analyst | Sears Holdings Corp. Aug 2017 - Mar 2019

* Successfully led an analytics team focusing on ETL (Extract, Transform, Load) and Business Intelligence (BI) processes to automate the entire reporting system for shopping data of over 30 million users, demonstrating proficiency in managing large-scale data operations and team leadership
* Conducted in-depth analysis of open orders, backlog, and sales data, providing critical insights into customer shopping behaviors, and applied advanced BI tools and methodologies to translate data into actionable business strategies, showcasing skills in data analysis and strategic insight generation.

## Summer Intern | Sumitomo, Japan May 2016 – Jul 2016

* Undertook a project focused on the vibrational analysis of landing gears, particularly for Electro-Hydro Static systems in aircraft landing gears, to enhance their performance and reliability
* Successfully automated the entire process of determining gear constants, extending the capability from flat surfaces to various surface types. This involved applying advanced technical skills and innovative problem-solving methods
* Played a key role in increasing the efficiency of the gear analysis process by 300%, demonstrating the ability to significantly improve operational workflows
* Contributed to improving the gear model, which resulted in a threefold reduction in overall running time. This advancement was instrumental in reducing the size and weight of the gears, showcasing a significant impact on the overall design and efficiency of aircraft landing gears

# Education



* Bachelor of Technology in Materials Science & Engineering from IIT Kanpur (Indian Institute of Technology, Kanpur), India (2017)