ANOOP SINGH

www.linkedin.com/in/anoop-singh-/

San Diego, CA   (626) 861-5569   Anoop.Singh@rady.ucsd.edu

EDUCATION

Master of Science in Business Analytics, Rady School of Management   06/2025
University of California, San Diego, CA   GPA: 4.0/4.0
- Relevant Courses: SQL and ETL, Web Mining and Recommender Systems, Collecting and Analyzing Large Data

Bachelor of Science, Business Economics   06/2024
University of California, San Diego, CA   GPA: 3.5/4.0
- Awards: Provost Honors (Fall 2020, Winter 2021, Spring 2022, Fall 2022, Winter 2023, Spring 2024)

EXPERIENCE

Project Manager, Gawad Kalinga, Philippines   03/2024 - 06/2024
- Spearheaded the implementation of a solar power generator in a Philippine village, overseeing the sourcing of all necessary parts, resulting in an approximately 80% reduction in electricity costs for the community
- Conducted comprehensive market research and competitor analysis, to assess the feasibility of villagers creating a proprietary enterprise for the production and sale of solar lanterns, aimed at fostering economic self-sufficiency

Finance Intern, Bonduelle Fresh Americas, Los Angeles, CA   06/2023 - 08/2023
- Developed a promotion analysis tool in Tableau, analyzing sales and performance data, resulting in $15,000 savings and improved budget management.
- Built a multiple linear regression model to predict financial costs, optimizing supply chain decision-making for unused lettuce contracts based on variable factors, predicted to save several thousand dollars in costs every quarter.

Business Development Intern, OmniSync Inc, San Diego, CA   06/2022 - 08/2022
- Maintained a 100% compliance rate for hundreds of early-stage startups through the submission process for SBIR/STTR grants and contracts allowing clients to win non-dilutive government funding
- Automated customer engagement processes using Python, improving client retention by 6 months and optimizing outreach using database insights

PROJECTS

Spotify Recommender System, Web Mining and Recommender Systems, UCSD   09/2024 - 12/2024
- Developed a Spotify recommender system using Python, scikit-learn, and the Spotify API, improving upon the default
- Analyzed 3 million user interactions, with data on genre and tempo to curate song suggestions with a 70% success rate
- Implemented dynamic algorithms that adapt to user listening patterns, enhancing real-time music recommendations

SQL Snowflake Project, SQL and ETL, UCSD   07/2024 - 09/2024
- Leveraged SQL and Snowflake to analyze retail sales data, querying millions of records for insights on sales trends
- Compared key variables (e.g., category, seasonality) to determine impact on sales, improving data accuracy by 20%
- Delivered data-driven recommendations that contributed to a 15% projected increase in revenue for given scenarios

ROI Prediction Model, DK Apartments LLC, Los Angeles, CA   10/2023 - 01/2024
- Engineered 3 ML models (linear regression, decision trees, random forests) to predict ROI on 50,000+ LA properties
- Achieved a regression model with R-squared of 0.91, which led to a multimillion-dollar investment decision
- Created a Tableau dashboard to visualize key variables like zip code and crime rate for data-driven investment insights

SPECIALIZED SKILLS

- **Languages/Coding:** Python, SQL (Advanced), ETL, A/B Testing, Java, JavaScript, R, MATLAB, Hadoop
- **Tools:** Tableau, CRM, Power BI, SQL Developer, Google Analytics, Jira, Snowflake
- **Data Analysis:** Excel (Advanced), Access (Intermediate), SAS, Machine Learning (scikit-learn, TensorFlow)

PROFESSIONAL AFFILIATIONS & LEADERSHIP

- Clubs: Rady Data Analytics Club, Triton Consulting Group (Vice President 2023-2024, Project Manager 2022-2023)
- Volunteer: Los Angeles Food Bank, Covina Sikh Temple, Alhambra Sikh Temple, Shepherd's Pantry West Covina