

EDUCATION

Hartford, CT	University of Connecticut	Aug 2016 – Dec 2017(Expected)
<ul style="list-style-type: none">• M.S. in Business Analytics and Project Management. GPA: 4.0/4.0• Coursework: Predictive Modeling, Data Analytics with R, Data Mining and Business Intelligence, Data Science with Python, Business Decision Modeling, Project Risk and Cost Management		
Hamirpur, India	National Institute of Technology	Aug 2008 – May 2012
<ul style="list-style-type: none">• B.Tech in Electronics and Communication Engineering. GPA: 8.3/10		

SKILLS AND TECHNOLOGIES

- Techniques – Exploratory Data Analysis, Hypothesis testing, Regression analysis, Random forest, Boosting, Clustering, Linear Optimization, Behavioral Segmentation
- Tools – R, SQL, Python (Pandas, ScikitLearn), SAS, SAS JMP, Microsoft Excel, Tableau, UNIX
- Certifications – SAS Base programmer, Data Science with Python (Data Camp)

HEALTHCARE DATASETS

- Specialty Market – Pharmacy (Referral, Dispense, Purchase, Inventory) , Distributor (867, 852)
- IMS longitudinal Patient Data, IMS DDD, IMS Exponent, Symphony Claims (DX, RX)
- HCOS Affiliations, Territory alignment, Call Activity

EMPLOYMENT

Promotion Optimization Intern	Merck & Co. Inc.	Jun 2017 – Present
<ul style="list-style-type: none">• Built a Python framework on longitudinal patient data to analyze variation in patient abandonment and adherence with change in copay• Implemented panel regression on physician sales to study promotional effectiveness of various channels• Performed hierarchical clustering using market landscape to select geographies for a promotional pilot• Studied impact of removing online Januvia vouchers on new patient starts and subsequently net revenue		
Associate Consultant	ZS Associates	Nov 2013 – Jul 2016
AstraZeneca <ul style="list-style-type: none">• Analyzed patient data to evaluate compliance, persistence and assist client access team with actionable insights• Led development of a \$130k reporting solution for a portfolio of oncology drugs enabling dynamic creation of dashboards and real-time analysis of brand performance• Designed KPIs to quantify the performance of specialty pharmacies for calculating their quarterly payouts• Created dashboards and presentations to report weekly trends in patient and sales data to the leadership		
MedImmune <ul style="list-style-type: none">• Automated the in-house BI tool using UNIX scripting and SQL procedures to analyze dispensing data from 80 pharmacies per week, thereby saving \$90k in operational cost• Analyzed gaps in product distribution and data consistency between specialty pharmacy and distributor data• Created weekly performance reports assisting sales force in profiling their top customers		
Union Chimique Belge (UCB) <ul style="list-style-type: none">• Supported sales and activity operations for multiple brand teams including Cimzia, Neupro and Vimpat		
Software Engineer	Verizon Data Services	Jun 2012 – Oct 2013
<ul style="list-style-type: none">• Automated billing process using ESP and CA7 tools to reduce the testing time of billing plan by 50%		

ANALYTICS PROJECTS

- **Airbnb booking destination prediction** – Utilized feature engineering and boosted tree based hierarchical classification modeling to predict the booking destination of a customer with an accuracy of ~85%
- **Travelers claim prediction challenge** – Built a prediction model for claim amount using tweedie distribution and generalized linear model with a resulting Gini Index of 21.12, an improvement of 5% above the baseline
- **Analysis of patient readmission rates** – Analyzed the impact of HBA1C testing on the readmission rates of diabetic patients; obtained statistically significant results (p-value < 0.002) for patients with a primary diagnosis of diabetes and respiratory diseases
- **Non-linear regression** – Predicted the out of state tuition fee using Generalized Additive model (GAM), to illustrate its advantages over decision tree based models in interpretability, automation and regularization

ADDITIONAL EXPERIENCE AND AWARDS

- **Merit based scholarship, University of Connecticut** – Awarded for academic excellence in the graduate program
- **Impact Recognition, ZS Associates** – Awarded for outstanding performance as a Technology Associate
- **Ensemble modeling challenge, Analytics Vidhya** – Ranked 4th out of 1,200 participants in an online challenge