

## Professional Summary

A Data and Analytics Enthusiast, Data Science Practitioner and Management Graduate in Finance, with over 8.5 years of financial advisory, business consulting, Business Analytics, technology and delivery experience.

- Over 3 years of people management and mentoring, project management experience
- Over 6 years of advanced analytics experience in highly quantitative and data centric roles in the areas of Risk Modeling Predictive Modeling, Forecasting, Customer analytics
- Over 4 years of hands-on experience in Business Analytics, machine learning analyzing both qualitative & quantitative data with data visualization and predictive analysis using PYTHON, Excel, MySQL
- Over 5 years' of hands-on experience in Data Visualization with TABLEAU and Power BI
- Over 4 years of experience in story telling and presentation to senior management level
- Over 4 years of experience as a change driver to improvise and improve the analytics visibility within the organization and across orgs by creating campaigns, POC's, Case Studies and Demos.

# Prasenjeet Acharjee

Finance Advisory Services (FAS)

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## EXPERIENCE

(Jul '16– present)

### Financial Analyst - Expert

HP Inc.

#### ▪ Data Science – Analytics, Machine learning and Data Visualization

Lead business initiatives, typically leading analysts across multiple sub-functions within finance.

##### Analytics

- Developed a generalized EEM (Employee Expense Management) Fraud Detection Analytics model to be applied to various country audits,
- Prepared a fast and automated way of performing country agnostic routine Exploratory Data Analysis (EDA) Model to help teams cut down on the time and effort spent in EDA phase of Country audit analytics.
- Build a Country Selection Model which suggests countries to audit based on key metrics and parameters.
- Automated various Continuous Compliance Monitoring tasks using ACL Analytics and scripts.

##### Data Visualization

- Streamlined and centralized the compliances filings by creating the Integrated Compliance Dashboard in Power BI, supported by a robust workflow process. This has helped the Controllers for various countries immensely and has gained major traction in HP.
  - Potential Benefit - \$40M annually. Instances of late/missed filings reduced to NIL.
- Standardized the Records Management and retention policy by proposing the design framework and implementing it using Robotic Process automation, SharePoint workflows and Power BI.
  - Potential Benefit – \$30M approx. annually

##### Machine Learning

- Created a Predictive Model for account reconciliations / JE reconciliations using Python.
  - The first live machine learning project which has fused data science with finance in Controllershship Org.
  - Potential Benefit
    - The account recons risk coverage has increased from ~ \$50M to ~ \$250M
    - Run time JE validation resulting in a decrease in recon errors by ~ 50%

- Executive Data Science certified with Capstone – John Hopkins University

I've worn many hats in my career--Programmer, Data Science Practitioner, Financial Analyst, Business Process and Audit Consultant. As a result, I have a unique ability to seamlessly integrate business with technology and navigate through complex challenges.

Aspires to pursue a long-term career in business analytics, data science and consulting.

## Expertise

### Domain

BFSI	<div><div></div><div></div><div></div><div></div><div></div></div>
e-commerce	<div><div></div><div></div><div></div><div></div><div></div></div>
Manufacturing	<div><div></div><div></div><div></div><div></div><div></div></div>

### Tools and Technology

Advanced MS Excel	<div><div></div><div></div><div></div><div></div><div></div></div>
Power Point	<div><div></div><div></div><div></div><div></div><div></div></div>
SQL Server	<div><div></div><div></div><div></div><div></div><div></div></div>
Tableau	<div><div></div><div></div><div></div><div></div><div></div></div>
Python	<div><div></div><div></div><div></div><div></div><div></div></div>
Power BI	<div><div></div><div></div><div></div><div></div><div></div></div>
VBA (Macro)	<div><div></div><div></div><div></div><div></div><div></div></div>
SharePoint	<div><div></div><div></div><div></div><div></div><div></div></div>
ACL	<div><div></div><div></div><div></div><div></div><div></div></div>
SP Workflows	<div><div></div><div></div><div></div><div></div><div></div></div>
MySQL	<div><div></div><div></div><div></div><div></div><div></div></div>

### CI databases

Bloomberg	<div><div></div><div></div><div></div><div></div><div></div></div>
ISI Emerging Mkt	<div><div></div><div></div><div></div><div></div><div></div></div>
Gartner	<div><div></div><div></div><div></div><div></div><div></div></div>
Crisil	<div><div></div><div></div><div></div><div></div><div></div></div>
Hoovers	<div><div></div><div></div><div></div><div></div><div></div></div>

### Systems / ERP

SAP	<div><div></div><div></div><div></div><div></div><div></div></div>
SAP BO	<div><div></div><div></div><div></div><div></div><div></div></div>
Oracle Fusion	<div><div></div><div></div><div></div><div></div><div></div></div>
Eclipse	<div><div></div><div></div><div></div><div></div><div></div></div>

- Created Recon Ageing Model which identifies and flags recons which have aged beyond guidelines and are sitting in supported balances report.
  - Potential Benefit
    - More than \$100M of balances which have aged beyond guideline and sitting in supported balances and with a high probability of being written off will come under the monitoring now.

### Methodologies Used:

- Data Exploration, data preprocessing, feature engineering, feature selection, model evaluation, data Visualization, Correlation, Parameter Significance Tests using VIF in PYTHON
- Predictive Modelling Techniques (Linear Regression, Logistic Regression, Decision Tree, SVM, Naive Bayes, KNN, K-Means, Random Forest, Principle Component Analysis, Naive Bayes, XGBoost, AdaBoost, Majority Voting classifier, Ensemble Algorithms, Artificial Neural Network(ANN), Natural Language Processing (NLP), H2O)
  - Hyper-parameter tuning: GridSearchCV, HyperOpt
  - Resampling techniques: NearMiss, Edited Nearest Neighbor (ENN), Tomek Link Removal, SMOTE, SMOTE + ENN, SMOTE + Tomek Link Removal

**Technology used:** PYTHON, SharePoint, SharePoint Workflows, MySQL, Advanced Excel, Amazon EC2 Linux AMI, Amazon S3, AWS CLI, GIT BASH, Power BI, Tableau, ACL,

### Business Consulting

- Identify opportunities for process improvement and policy development and engages in the design.
- Have been part of various country and process audits such as
  - Stock transfer in China.
  - Grey marketing in China.
  - Thailand MDF audit
  - EEM audit for APAC countries
  - China MDF Audit
  - HP Stores Audit
- Prepared Risk control matrix for the above audits, process improvement plans.

(Mar '15– Jul '16)

## Lead

Brillio Technologies Pvt. Ltd. (Erstwhile Collabera Inc)

### Data Science and Machine Learning, Data Visualization

- Developed a GBM model to predict the probability of winning a deal.
- Developed predictive and forecasting models for Sales Compensation Program resulting in optimizing the quota set for sales reps.
- Developed POC on Churn risk prediction model for customer retention for a large financial institution
- Monthly, Quarterly and Annual Revenue forecasting, budgeting and variance analysis and presenting analytical and financial insights from mining data to higher management.

### Methodologies Used:

- Data Exploration, Data Preprocessing, feature engineering, Modelling, Data Visualization, Correlation, Parameter Significance Tests using VIF in PYTHON
- Predictive Modelling Techniques (Linear Regression, Logistic Regression, Artificial Neural Network using mini batch gradient descent and dropout regularization, XGBoost, AdaBoost, Random Forest, SVM, Decision Trees, KNN, Naive Bayes algorithm)

**Technology used:** PYTHON, MySQL, Excel, Amazon EC2 Linux AMI, Amazon S3, AWS CLI, GIT BASH, Power BI, Tableau

## Data Science

### ALGORITHMS IMPLEMENTED

- Linear Regression, Logistic Regression, Decision Tree, SVM, Naive Bayes, kNN, K-Means, Random Forest, Principle Component Analysis, Naive Bayes, XGBoost, AdaBoost, Majority Voting classifier, Ensemble Algorithms, Artificial Neural Network(ANN), Convolutional neural network (CNN), Recursive neural network (RNN), Recurrent neural network (RNN), Natural Language Processing (NLP), H2O
- *Deep Learning Models:* Boltzmann Machines, Autoencoders
- Model selection: grid search, cross validation, metrics
- *Hyper-parameter tuning:* GridSearchCV, HyperOpt
- *Resampling techniques:* NearMiss, Edited Nearest Neighbor (ENN), Tomek Link Removal, SMOTE, SMOTE + ENN, SMOTE + Tomek Link Removal
- Apart from the above, expertise also includes data preprocessing, feature selection, model evaluation and Data Visualization

## Certifications

- Executive Data Science certified with Capstone – John Hopkins University
- ISO 22301:2012 Internal auditor Certification
- Six Sigma Green Belt
- ITIL V3 Foundation
- MCTS
- MCP

## Skills

### PERSONAL

Analytical



Organization



Team player



Creativity



Communication



## Financial planning and analysis

- Responsible for rapidly transforming raw data into actionable information using advanced data visualization, transformation, and modeling techniques.
- Responsible for setting up Business Reporting and Intelligence for ISV unit and transforming the team from a reporting function to a team that delivers high impact actionable insights for business continuity and growth.
- Preparation and analysis of profitability by platforms and verticals
- Preparation of the Annual Operating Plan
- Lead the completion of the monthly Business Reporting
- Create financial models to help the business with strategic decision making
- Proactively help business managers understand business drivers by providing insightful analysis and feedback
- Analyzing account margin, account costs and work on improvements for the same.
- Generate various MIS report such as Unit and service line Balance Scorecard, quarterly budgets, Consolidated Billing Reports, Utilization & Efficiency Report, Head Count and demand report.

(Apr '13 – Mar '15)

## Consultant

Infosys Ltd

Business Planning, Strategy Development and Analytics for \$4.5 B business unit

### Financial Planning & analysis

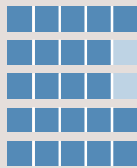
- Perform financial analysis for financial functions / businesses, typically exercising a strong understanding of the business to determine the best method for achieving objectives, facilitate discussions with the Global Delivery teams, as well as consolidate variance explanations from the teams.
- Partner with Global Delivery teams to ensure timeliness and accuracy of month end close activities by supplying reports and supporting details, researching issues, adjusting, updating reports due to organization changes, etc.
- Consults with business leaders to guide and influence strategic decision-making within a broad scope.
- Understand the business goals, objectives and strategies of FS Unit & help support financial planning & analysis.
- Was part of various restructuring initiatives and ensured smooth implementation of the same.
- Analyzing account margins and work on improvements for the same.
- Identification and deployment of standard operating procedures and best practices.
- Present analytical and financial data and related analysis to higher management.
- Providing forecasting support and ad hoc data analysis/MIS report requests to corporate sales and FS sales teams.

### Business Strategy

- Working on building a proactive strategy for acquiring new deals coming up for renewal with our competitors.
- Proactive identification of areas for improvement and implementation (post approval) in accordance with overall business strategy.

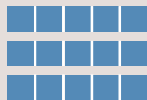
### Market Research

Professionalism  
Flexibility  
Adaptability  
Goal Oriented  
Learning



## LANGUAGES

English  
Hindi  
Bengali



## + Professional Recognitions / Awards

Q2, 2018 : **Aiming for extraordinary!** At HP Inc

Q1, 2018: **Living the HP Way: Anticipating, learning & adapting** at HP Inc.

Q3, 2017: **Making work meaningful!** At HP Inc

Q2, 2017: **Living the HP Way: Simplifying the complex** at HP Inc.

Q2, 2015 : **"Pat on the Back"** Award, at Brillio

Q3, 2015 : **"Learner of the Quarter"** award at Brillio by Brillio L&D Team

Q3, 2014 : **"Best Support Function"** award at Infosys

Q4, 2013: Published financial model for "iAutomate" automation solution at Infosys

Q1, 2014: Published financial model at Infosys for an operations orchestration automation solution (Infosys + IPSoft).

Received appraisal rating of "Exceeded expectations" for three consecutive years, 2007-10 in HCL Technologies.

- Worked in collaboration with corporate sales team towards gathering competition data and related key metrics through primary and secondary research and building a Competitive Intelligence Framework to help formulate the go-to-market strategy for Infosys services and products and gain competitive advantage.

### Analytics and Data Visualization

- Quarterly financial budgeting and revenue forecasting for FS unit.
- Cost/Price Analysis and identify challenges and scope for improvements in major accounts.
- Prepared a lead scoring model to target customers with right solution offerings by
  - Analyzing competitive landscape, financial performance, past trends to build quick understanding of firms across sectors
  - Gathered key clients requirements of the projects and conducted appropriate analysis to support emerging hypothesis
  - Researched on financial/ qualitative information through global and Indian databases/reports/publications/filings
- Developing Analytics Framework in the FP&A business function, determine root cause and actionable insights by mining and processing voluminous financial and operational data.
- Develop a wide array of Operational dashboards such as utilization, contract wise volume growth, productivity, quality and customer satisfaction, resource allocation etc. using Tableau and train end users

### Methodologies Used:

- Data Exploration, Data Preprocessing, Modelling, Data Visualization, in PYTHON, MySQL and Excel
- Predictive Modelling Techniques (Linear Regression, Logistic Regression, Random Forest, Decision Trees, Naive Bayes algorithm)

**Technology used:** PYTHON, MySQL, Excel, Power BI and advanced Excel

(Dec '10 – May '11)

## Software Engineer

CISCO (Erstwhile NDS Pay TV Technology Pvt. Ltd)

- Worked in R&D team of NDS, responsible for ideation, design and development of games using emerging technologies.
- Developed on-demand applications, products and games using Agile development methodology.
- Delivered three products from concept to implementation. A couple of games were chosen to be presented at IBC (International Broadcasters Conference), Amsterdam.
- Mentored new joiners in the team.

(Oct '07 – Dec '10)

## Senior Software Engineer

HCL Technologies

- Worked for large banking financial players like Misys, Lloyds Bank, HBOS, CBA and Deutsche Bank.
- Worked on integration and development of retail banking and wholesale banking products for Lloyds Banking Group commercial banking, mortgage, savings and insurance domain.
- Responsible for ideation and development of financial calculators for savings and mortgage domains.
- Worked as an Onsite Coordinator (UK) and coordinated with a team of 28 members.

## EDUCATION

(2011– 2013)

### Post Graduate Diploma In Management (PGDM)

T. A. Pai Management Institute, Manipal

Major: Finance/Marketing | **CGPA:** 7.8

(2003 – 2007)

### Bachelor of Engineering (B.E.)

M.V.J. College of Engineering, Bangalore

Major: Computer Science | **Percentage:** 72 | **First Class with Distinction**

(2001 – 2003)

### 12<sup>th</sup> Board (HSC)

St. Dominic Savios High School

C.B.S.E. | **Percentage:** 87

(2000 – 2001)

### 10<sup>th</sup> Board (SSC)

St. Paul's Academy

I.C.S.E. | **Percentage:** 91

## Academic Live Projects

- **Market Research Project** :Analysis of potential demand for Flipkart products in Manipal
- Development of a **Go-To Market Strategy** for Tanishq Jewelry store in Udupi region
- Development of Risk assessment and Risk mitigation measures for Manipal Technologies
- Development of techniques to **minimize the inventory** levels of raw materials at Field Fresh Foods

## ACADEMIC AWARDS AND ACHIEVEMENTS

- Received certificate for **outstanding student contribution** for representing TAPMI in various extra-curricular events, one of the 10 students of the whole batch to have received that.
- Finalist in **CFA Research Challenge 2012-13**, one of the five members to represent TAPMI at the national level.
- Won **best article of the month** in **Niveshak (July issue) finance** magazine of **IIM Shillong**.
- Finalist in **Mousetrap** - Business Strategy Game, **IIM Ahmadabad 2011**.
- Only student to publish article in 1<sup>st</sup> issue of **Money Matters** (September issue), finance magazine of TAPMI.
- Published articles in **Pratibimb** (July issue and September issue), TAPMI.
- Member of the planning team of **SPEED** - Month long sports event for first time in history of TAPMI.
- Secured **Bronze medal** for cricket in **SPEED 2011** for cricket, Month long sports event of TAPMI.
- Member of **Finance Committee** (2011-12).