SACHIN SINGHAL

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PROFILE

- Master's student in Business Analytics (STEM degree) at Purdue, seeking full-time roles in data science and analytics.
- **Skills**: Python, R, SQL, SAS EM, Tableau, Excel, Docker, Git, Google Cloud, MongoDB
- **Core Competencies:** Machine Learning, Business Analytics, Data Visualization, Statistical Modelling, Data Mining.
- Experienced Electronics Engineer with 4.5 years in Analytics in the credit risk domain; insurance and hotel industry working with 3 diverse organizations

EDUCATION

Purdue University, Krannert School of Management   **West Lafayette, IN**
Master of Science in Business Analytics and Information Management (BAIM), GPA: 3.6/4.0   **December 2021**

National Institute of Technology, Kurukshetra
Bachelor of Technology in Electronics & Communication Engineering (ECE), CGPA 7.3/10.0   **Kurukshetra, Haryana, India**
May 2016

PROFESSIONAL EXPERIENCE

MakeMyTrip   **Gurgaon, Haryana, India**
Senior Business Analyst   **Oct 2020 – Jan 2021**

- Spearheaded end-to-end automation of various PnL reports to stakeholders involving CXO using Python
- Built product-growth, reporting and revenue skeletons; and collaborated with engineering, marketing and operations teams for the launch of different product features

PolicyBazaar   **Gurgaon, Haryana, India**
Senior Business Analyst   **Jan 2019 – Oct2020**

- Automated quality assessment, agent training requirement by expanding the coverage to over 60%; led to better agent allocation
- Identified the lead rejection reason by an agent using customer transcript data; led to increase in conversion by .5% and profit by 1 million INR per month
- Designed lead allocation logic on lead quality and agent performance; resulted in conversion improvement by 14%

EXL Analytics   **Gurgaon, Haryana, India**
Business Analyst   **Jul 2016 – Jan 2019**

- Enhanced credit risk identification of existing customer management (ECM) models to help mitigate losses improving the bad rate from 2.4% to 3.5%, leading to $60 million in estimated net revenues
- Reviewed Decision tree-based risk strategies for low and medium materiality portfolios to assess consistency, identifying gaps if any in collaboration with corporate stakeholders, so as to decide model's future
- Optimized strategy model SAS codes by implementing parallel processing; reduced run time for codes by 90%

ACADEMIC PROJECTS

- **Categorize Craigslist Spam Ads**-Used random forest classifier on top of LDA for further categorization of ads.
- **Bankruptcy Classification**-Built XGBoost and ANN models in SAS EM to predict company bankruptcy probability (secured 3rd place in Kaggle class competition).
- **Sentiment analysis for Trading Strategies**-Used entire day's scrapped tweet data to forecast the overall sentiment of a particular stock
- **App rating score**-Implemented Random Forest Regression in Python to predict the app rating on Play Store.

LEADERSHIP ACTIVITIES, AFFILIATIONS, HONORS

- Awarded Employee of the Quarter honor for outstanding performance on the Bad definition analysis
- Won 2nd prize in Electromania, circuit game designing competition in TechSpardha'13, inter hostel technical festival.
- Led ROOH, non-profit organization, to teach mathematics to children ages 12-16 of contractual college workers and staff living nearby college free of cost.
- Organized independently talk by eminent personality "Dr K. Radhakrishnan (Chairman, ISRO)" in TechSpardha'13; handled all planning, logistics and communications.
- Spearheaded 2-tier team of 40 people to successfully conduct professional shows, exhibitions and talks