**RAHUL S. ALAWANI, MBA**

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**Accomplished Data Analytics Manager** with 9+ years of relevant experience in advanced data analysis using industry-leading analytical tools, forecasting, sales analytics, data visualization, predictive analytics, and machine learning. 19+ years of U.S. experience, mostly at Fortune 100 organizations, in automation and process improvement, cost reduction, digital asset monetization and customer acquisition strategies, leveraging cross-functional and international collaboration, and project and vendor management.

**STRENGTHS & SKILLS**

* Experience in leading Agile data management, analytics, software development, and other projects
* Hands-on technical leadership in advanced analytics using Python and R programming, SQL queries
* pandas, numpy, sklearn, seaborn, plotly, fbprophet, reportlab, smtp, tesseract, tensorflow, keras, NLTK
* Machine learning: random forest/decision trees, linear regression, classification, clustering, NLP
* Multi-variate regression, decision support systems, data modeling, advanced Excel, Access, MS Office
* Intuitive visualization, impactful dashboard reporting, and compelling story-telling using Tableau
* SQL Server, MySQL, Git, AWS, SageMaker, Java, VS Code, Netbeans, Jira, Business Objects, Linux, Cloudera CDH, Hadoop HDFS (Pig, Hive, Spark, Sqoop), SAP, Visio, data architecture and governance
* Team leadership, taking initiatives, learning agility, strategic thinking, creative problem solving
* Professional courage, teamwork in multicultural and matrix settings, managing multiple projects

**EDUCATION**

* **Master of Business Administration** (Finance, Strategy), **University of Michigan**, Ann Arbor
* **Master of Manufacturing Systems Engineering**, **Oklahoma State University**, Stillwater

**EXPERIENCE**

**SCHAUMBURG MARKETPLACE, Schaumburg, IL 04/2019 – present**

**Senior Consultant, Data Analytics and Business Intelligence Manager**

* Led an Agile team to build Python-based predictive model to help an interstate freight carrier predict on-time delivery, shorten forecast delivery window from 12 hours to 3 hours, and improve service-level commitments to win new business from current and new customers across diverse industries.
* Developed heat maps for daily, weekly, and monthly demand patterns using R programming, and a Winter-Holt forecasting model to incorporate seasonality and trend for a fast-growing last-mile package delivery business to provide guidance on hiring and capital investment decisions per volume projections.
* Developed solution from scratch to automate emailing of confidential standardized reports with batch processing. Eliminated 8 hours of non-value-added weekend overhead labor.
* Analyzed client operations, interacted with admin staff, and created prioritized product backlog with acceptance criteria in Jira. Led an Agile team that delivered Python-based scalable solution to fully automate weekly generation and email delivery of personalized productivity reports to field employees. Eliminated 20 hours of monthly manual effort resulting in projected lifetime cost savings of $400K.
* Collaborated with senior leaders in claims management and IT teams of a personal insurance carrier, and led an Agile team to deliver interactive geo-spatial charts summarizing claims statistics accessed in real time via REST API endpoints using Tableau web data connector. The automated data ingestion and charts eliminated average response time of 8 hours per request and 12 FTEs across 4 offices.
* Consulted with insurance company’s Data Science team to deploy machine learning models in AWS SageMaker to automate classification of auto claims into multiple severity categories based on damage pictures uploaded by policyholder or repair shop personnel and to identify direct-mail marketing targets.
* Performed AWS SageMaker resource setup, endpoint management via Lambda, preprocessing, hyperparameter tuning, and logging via CloudWatch. Recommended utilizing more powerful and 40% more economical alternative cloud for developing more resource-intensive models.
* Performed sentiment analysis using Natural Language Processing (NLP) based machine learning model for a leading HR consulting firm to classify client’s employee engagement survey responses as positive or negative, and to identify the top five employee suggestions for workplace improvement.
* Utilized Python-based OCR to recreate digital documents and deliver disaster recovery solution to a law firm following a malware attack. Advised on migrating 9000+ documents to AWS S3 and RDS.
* Delivered IOT-based solution POC to a group of entrepreneurs for AWS cloud migration to manage inventory, monitor customer traffic and sales, implement predictive maintenance, and loyalty program. Created normalized data structure using best data modeling practices and entity relationship diagrams. Created physical database along with custom queries, triggers and stored procedures in SQL Server.

**MAUSER PACKAGING SOLUTIONS, Oak Brook, IL 08/2018 – 01/2019**

**Consultant, Sales Analytics Manager**

* Delivered monthly sales analytics dashboard, variance analysis, and FY financial and operating plans ($1.5 B) to support key leaders in Sales, Operations, and HQ Finance. Partnered with plant controllers to update standard costs and cost center allocations at 16 production plans.
* Translated aggregate Sales forecasts and other planning cycle assumptions into production, pricing, and revenue models for annual planning, monthly reporting, and forecasting at plant, BU and HQ levels.
* Performed preliminary feasibility analyses (NPV, IRR, payback, and sensitivity) to assess viability of $0.5B contract manufacturing opportunity with a leading national consumer brand for four product lines.

**ZURICH NORTH AMERICA, Schaumburg, IL 09/2015 – 04/2017**

**Asst. Vice President, Middle Market Manufacturing**

* Co-developed business strategy to deliver 10% sequential annual topline growth. Researched multiple databases to identify prospective clients in strategically targeted segments totaling est. $98M to Sales VPs. Provided interactive dashboards, variance heat maps, and SWOT analysis.
* Monitored KPIs, investigated drivers of underperformance, provided formal training to 350 underwriters, and ad hoc 1-on-1 coaching in risk assessment and product pricing for major LOBs (property, workers’ comp, general liability, and auto). Created monthly audit plan to effect 100% compliance in 3 months.
* Led major overhaul of general liability LOB pricing model by identifying and collaborating to correct errors that led to underpriced accounts (12%), adverse selection (7%) or lost business (19%).
* Proactively partnered with Claims Management and IT to fix and prevent recurring claims data quality issues with strict data governance rules and help improve reporting accuracy and decision making.
* Led improvement in health and quality of account portfolio by identifying underperforming brokers for relationship management and severely underpriced accounts for non-renewal of policies.

**ABBVIE, North Chicago, IL 04/2013 – 09/2015**

**Finance Manager, FP&A – Manufacturing Science & Technology**

* Led long range planning, annual planning, month-end close, variance and trend analyses, and forecasting for U.S. and international cost centers that collaborated with R&D and global operations.
* Streamlined planning, established mechanisms to automate variance reporting, and improved the speed and accuracy of processes used for tracking project spend, chargebacks or inbound allocations. Obtained buy-in from senior leadership and communicated new procedures to impacted areas.
* Created advanced financial models to meet growing FP&A and reporting needs of BU that developed commercial scale production methods for FDA-approved R&D assets. Analyzed expense buckets and recommended low cost alternatives that delivered 24% reduction in T&E and 7% reduction in payroll.

**KRAFT FOODS, Northfield, IL 08/2007 – 09/2012**

**Risk Analytics Manager, Global Risk Management** 07/2010 – 09/2012

* Provided custom analytics on workers’ comp (WC) claims costs ($65M/year) to plant/safety managers. Identified leading problem facilities, injury types, and underlying causes for each BU, and prioritized solutions aimed at reducing claim frequency and severity. Coached 50+ plant safety/claims teams on preventive and post-injury best practices to achieve $9M reduction in medical treatment in one year.
* Led international collaboration on post-acquisition integration of Cadbury’s 1,600 worldwide properties into Risk Management Information System (RMIS), and ensured data integrity throughout integration.
* Led development of RMIS to store all insurance policy and claims details, and provide senior leadership with easy, on-demand, and real time access to summary reports.
* Oversaw regulatory filing of WC claims reports, and audited third-party administrator’s claims process.

**Sr. Financial Analyst, FP&A – U.S. Sales and Global Supply Chain** 08/2007 – 07/2010

**GENERAL MOTORS, Pontiac, MI 05/1999 – 08/2007**

**Product Program Financial Analyst, GM Powertrain** 06/2006 – 08/2007

**Sr. Dimensional Systems Engineer, Midsize Pickup Trucks & SUVs** 05/1999 – 05/2006

* Led multiple projects involving engineering/financial analyses, database implementation, offshoring and international collaboration resulting in product quality/safety improvements and greater cost efficiencies.

**CERTIFICATIONS**

* [Certified Associate in Python Programming](https://verify.openedg.org/?id=XevQ.R4FR.TXch.) (06/2020) verification code XevQ.R4FR.TXch
* [Professional Scrum Master](https://www.scrum.org/certificates/445015) (08/2019), [Professional Scrum Product Owner](https://www.scrum.org/certificates/488085) (12/2019)
* [AWS Cloud Certified](http://aws.amazon.com/verification) (Amazon Web Services, 11/2019) certificate number NCWN6YDCG2Q113S5