TAIMOOR AHMED KHAN

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PROFESSIONAL SUMMARY

Senior Data Scientist driving business value through data-informed strategy for growth across various departments. Expert in SQL, Python, scalable pipelines and applies modeling and testing to guide decisions. Collaborates cross-functionally to surface growth levers and translate insights into outcomes.

TECHNICAL SKILLS

- **Programming**: SQL, Python (Base, Pandas, Numpy, Matplotlib, Scikit-Learn, Keras), R.
- **Data Analytics & Machine Learning Frameworks:** Statsmodels, Linear Regression, Logistic Regression, Decision Trees, Random Forest, KNN, k-means, PCA, Association Rules, Neural Networks, Causal Inference (incl. Causal Impact), A/B & hypothesis testing, CLT & distributions, ETL/complex SQL, data cleaning, visualization, MLOps & deployment.
- **Tools**: Python (Pandas, NumPy, Scikit-learn), SQL (ETL, Query Optimization), MySQL Workbench, Oracle, Tableau, PowerBI, MS Office Tools, Google BigQuery, Hadoop (Hive), Hadoop Query, ESRI ArcGIS, Google Analytics, Mixpanel, Segment.

PROFESSIONAL EXPERIENCE

The Kive Company
Data Scientist
Dec 2021 - Present
Los Angeles, CA

- Built a cross-channel marketing analytics pipeline and self-serve Tableau Dashboards using SQL and Mix-panel/Web Analytics, surfacing growth drivers that helped lift annual sales by 20%.
- Built a logistic regression-based return-propensity classifier on SQL-extracted customer data using Python(Pandas, Scikit-learn, compared with XGBoost) to produce weekly YES/NO predictions informing staffing, resulting in ~20-25% better staffing forecasts and ~15% shorter wait times for customers.
- Partnered with Production & R&D, translating Python and SQL analyses into prescriptive guidance that drove physical-manufacturing innovations and reduced core cycle time 2.76h → 1.67h (~39%).
- Operationalized funnel-driven revenue models and resource allocation plans using Excel, SQL turning insights into go-to-market actions that resulted in a +15% lift in revenue.
- Built cross-departmental SQL and Tableau data models and trend dashboards, shifting the organizational from monthly decks to daily self-serve KPI, channel, cohort, and A/B insights, resulting in ~ 25% faster reporting, ~30% fewer ad-hoc asks and decision latency cut from 3 days to 1 day.
- Instrumented Mix-panel with a clean even schema & SQL models to map end-to-end engagement, built funnels, cohorts in order to optimize journey and sharpen customer acquisition, resulting ~8-10% drop-off reduction at key step, ~12% lower CPA and ~7% better 30-day retention.

Mogul Recruiter
Data Scientist
Jul 2021 - Dec 2021
Los Angeles, CA

- Expanded product reach internationally, including markets in Singapore, China, and Thailand, by innovating product strategies using SQL, Python and market research resulting in 3 launched markets, ~12-14% lift in international visitors.
- Analyzed complex datasets using data mining and cleaning techniques with Python to rank candidates in the Hospitality industry and determine compensation scales, improving recruitment efficiency by ~30% and pay recommendations within ~5% of market benchmarks.
- Operationalized executive ready visual insights by modeling data in SQL and delivering dashboards in Tableau resulting in ~30% less manual reporting, ~3× faster decision cycles, and clearer guidance for strategic decision making.

Active SGV
Data Scientist Intern
Jun 2020 - Aug 2020
San Gabriel Valley, CA

- Cleaned and analyzed data dictionary using Excel, performed Hotspot and geospatial analysis with ArcGIS, which improved the outreach program's efficiency from 89% to 91%.
- Established a refined and centralized Database for company data using Excel, decreasing average searching time from 4 to 1 hour.
- Followed strict security procedures to ensure data confidentiality while training staff on ArcGIS software usage, enabling them to maintain and search existing data, which reduced training costs

EDUCATION & PROFESSIONAL DEVELOPMENT

California State University Los Angeles
MSC, Information Systems, Business Intelligence
Dec 2020

- **Achievements:** Business Intelligence Post Graduate Certification

NED University of Engineering & Technology   **Dec 2016**
B.E, INDUSTRIAL & MANUFACTURING

CERTIFICATIONS

- **Business Intelligence Post Graduate Certification**: California State University, Los Angeles
  Actionable Learnings: Hands on experience with data modeling, dashboard development, and BI tools like Tableau, Power BI and SQL. Developed and deployed end-to-end BI solutions in order to learn to support strategic decision making and data-driven story telling.
- **Data Science Infinity Certification**: Actionable Learnings: Extracting and manipulating data using SQL. Application of statistical concept such as hypothesis testing for measuring the effects of A/B tests. Utilizing GitHub for version control, and collaboration. Using Python for Data Analysis, manipulation and visualization. Applying data preparation steps for ML. Applying Machine Learning algorithm, deploying ML model on a live website using Streamlit. Turning business problems in to Data Science solutions.
- **Data Science Methodology**: Coursera
  Actionable Learnings: Developing a strong foundation in the end-to-end data science life cycle from problem definition and data collection to modeling and deployment. Gained practical insight into structuring data science projects for business impact.
- **Tools for Data Science**: Coursera
  Actionable Learnings: Gaining hands-on exposure to key data science tools including Jupyter Notebooks, Git, and IBM Watson Studio. Developed foundational skills in using these platforms for coding, collaboration, and exploratory analysis.
- **Python for Data Science & AI**: IBM
  Actionable Learnings: Building proficiency in Python programming with a focus on data structures, data analysis, and visualization using libraries like Pandas, NumPy, and Matplotlib. Applied Python skills in AI-focused contexts, including basic machine learning workflows.