Shivam Verma

Contact

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Education

Master of Data Science 2019-20
University of British Columbia
Vancouver, BC, Canada

B.Tech, Textile Eng. 2011-15
Indian Institute of Technology
New Delhi, India
CGPA: 7.955/10

Collaborative Projects

Vancouver Crime Tracker,
Shopper's Purchase Intention

Key Skills

Statistical Analysis, Machine Learning, Operations Research, Strategy, Business Analytics, Revenue Management

Tools

R, Python, Git, SQL, Dash, Markdown, H_2O, Excel, Powerpoint

Profile

- 4+ years of Data Science experience with expertise in building data-driven solutions that are fast, scalable, robust & generalizable.
- Strong ability to extract and triangulate insights from data by tearing the constructs of a problem to grasp the fundamentals.
- Effective communicator & efficient problem solver that articulates his thoughts and opinions concisely to formulate effective solutions.

Experience

Assistant Manager • Revenue Planning & Analysis (Commercial) • IndiGo Airlines
Apr'19 to Jul'19

- Incorporated pricing changes in the demand forecast using price elasticity of demand & enabled training on double the historical data to enhance inventory allocation.
- Reduced the runtime of the forecasting method by 50% post the enhancements.

Senior Executive • Revenue Planning & Analysis (Commercial) • IndiGo Airlines
Apr'18 to Mar'19

- *Fare-Restructuring using Price Elasticity of Demand & Shortest Path Algorithm*
  - Restructured the fares to remove values that didn't sell & match closer to the competition. Captured the impact of restructuring on demand using an adjustment algorithm.
  - Estimated ~2% increase in revenue/capacity and the ability to react quickly to competition's fare action. I was awarded '6E Achiever (Employee of the month Sep'18)'.
- *Represented IndiGo at AGIFORS'18 Conference (Hong Kong) on the latest innovations in Operations Research & Data Science applied to Airline Revenue Management.*

Executive • Revenue Planning & Analysis (Commercial) • IndiGo Airlines
Apr'17 to Mar'18

- *Seat Inventory Optimization System (RMNext)*
  - Led the development of RMNext that incorporated a forecasting model, an optimization model (EMSR-b) & a strategic decision tree to match competition.
  - Led to 5-7% YoY improvement in revenue/capacity by increasing occupancy rate & yield.
  - Awarded '*High Business Impact (Commercial Awards Nov'17)*' & '*6E Achiever (Employee of the Month- Aug'17)*'.

Executive • Planning & Performance Analytics (President's Office) • IndiGo Airlines
Nov'16 to Mar'17

- Identified critical path using PERT-CPM out of 74 processes of aircraft pit-stop to reduce TAT.
- Analyzed the no. of on-ground aircrafts / airport / minute to optimize headcount requirement.

Associate Consultant • Data Science • CenturyLink Cognilytics
Jul'15 to Sep'16

- *Fleet Management of Buses using Survival Analysis & Genetic Algorithm*
  - Worked on Predictive Vehicle Maintenance to predict failure time of vehicle components.
  - Reduced net cost by ~10% by making repairs more preventive & less reactive
- *Optimization of Recommendation Engine for a Telecomm Company*
  - Tracked customer journey to develop propensity models to cross/upsell products.
  - Designed a framework for end to end implementation and model management using SAP PA.