Virendra Vikram Singh

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SUMMARY

· Analytics professional with proven skills in Machine Learning, Data Engineering, and Business Analytics.
· 8 plus years of experience in large scale data analysis, statistical modeling, and data products.
· Passionate about leveraging skills in Statistics, SQL, Python, Machine Learning, Deep Learning, and Big Data tools.
· Interest areas: Statistical Inference in Business, Numerical Optimization, and Simulation.

EXPERIENCE

Analytics Manager
Cane Bay Partners VI, LLLP   **February 2021 – Present**
· Creating and executing business strategies to achieve short and long-term goals defined by the executives' team.
· Developed risk neutral 25% loan volume opportunity by developing insights from raw bank transaction data.
· Generated 3% incremental revenue by finding price inelastic customer segments to raise interest rates.
· Increased gross revenue by 3% by improving customer loyalty program for VIP customers.
· Increased loan volume by 9% while minimizing credit risk and bad debt expenses for multiple portfolios.
· Liaison to compliance, marketing, operation, finance, website, and tech teams to implement strategy changes.
· Developing and integrating machine learning models with underwriting systems to improve risk management.

Data Scientist
Qualex Consulting Services – Carnival Cruise line   **April 2018 – January 2021**
· Implementing end to end business strategies by performing statistical data analysis, model development, designing experiments, and business evaluation metrics.
· Improved targeted campaigns revenue by 130%; using regression techniques to forecast customer's spending.
· Prevented product cannibalism by 60%; using classification techniques to predict customer's sailing pattern.
· Improve product sales by 9% by developing personalized recommendations using clustering and bandit algorithms.
· Built association rules to improve cross department sales by recommending products on web pages; estimated 5% incremental revenue.

Analytics Engineer
Finest Crown International Holdings   **August 2017 – March 2018**
· Reduced distribution cost by 20% by optimizing timber yard locations using clustering algorithms in Python.
· Optimized transportation costs by developing Nonlinear Network Flow Models in Analytic Solver.

Data Scientist Intern
On Pepper   **January 2017 – May 2017**
· Delivered end to end intent extraction framework to automate information extraction from PDF documents.
· Extracted payment information from financial documents by designing natural language processing pipeline using spaCy NLP Engine.
· Implemented machine learning and rule-based learning to extract desired keywords in Python with 77% accuracy.

Business Data Analyst
Capgemini   **April 2012 – June 2015**
· Successfully delivered Data Analytics projects by leading an 11-member, cross-functional team on skill development in SAS, SQL, AS400 and Life Insurance domain.
· Optimized insurance product's premium by modeling survival analysis and analyzing associated risk factors.
· Developed clear business goals, testing schedules, duration, performance measures and testing areas by discussing with the clients and coordinating with various vendors.

EDUCATION

M.S. Business Analytics
Minor in Customer Analytics · The University of Texas at Dallas · Dallas, TX · 2017 · 3.5

B.Tech. Information Technology
Rajasthan Technical University · Rajasthan, India · 2011

SKILLS

· **Programming Languages: Python, Base SAS, Shell script, JavaScript**
· **Deep Learning/Machine Learning: Keras, scikit-learn, Pandas, spaCy, Tensorflow, AWS Sagemaker**
· **Visualization: Tableau, Matplotlib, Domo, seaborn, Plotly**
· **Big Data: Spark, Hive, Big Query, S3, Oracle, MySQL, SQL Server**
· **Other tools: Git, Analytic Solver, MS Excel, Adobe Analytics, Google Analytics, Provenir**
· **Customer Analytics: Hypothesis testing, Customer Lifetime Value, Regression, RFM Analysis, Survival Analysis, A/B testing**