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, Software Engineering, Numerical Optimization, and Simulation

PROFESSIONAL EXPERIENCE

Cane Bay Partners VI, LLLP   **February 2021 –Present**

Risk Analytics Manager
- Creating and executing business strategies to achieve short and long-term goals defined by the executives' team
- 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
- Developing new features and business rules by leveraging statistical models and deploying it in production
- Developed risk neutral 25% volume opportunity by developing insights from raw bank transaction data
- Generated 3% incremental revenue by finding price inelastic customer segments to raise interest rates
- Liaison to compliance, marketing, operation, finance, website, and tech teams to implement strategy changes
- Developing and integrating machine learning models in underwriting systems to improve risk management

Qualex Consulting Services - Carnival Cruise line   **April 2018 –Jan 2021**

Data Scientist
- 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, deployed solution in production
- Built association rules to improve cross department sales by recommending products on web pages; estimated 5% incremental revenue

Finest Crown International Holdings   **August 2017-March 2018**

Analytics Engineer
- Minimized distribution cost by optimizing timber yard locations using clustering algorithms in Python
- Optimized transportation costs by developing Nonlinear Network Flow Models in Analytic Solver

On Pepper   **January 2017-May 2017**

Data Science Intern
- 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

Capgemini   **April 2012-June 2015**

Business Data Analyst
- 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

The University of Texas at Dallas   **May 2017**
M.S. Business Analytics (GPA 3.5)

Rajasthan Technical University, India   **June 2011**
B.Tech. Information Technology

TECHNICAL 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, Conjoint analysis, A/B testing, marketing mix optimization

CERTIFICATION

- Machine Learning – Andrew Ng
- SAS Institute-UTD Data Mining
- Customer Analytics by University of Pennsylvania
- Google Analytics