

VISHAL NAVIN

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EDUCATION

Imperial College London

MSc Business Analytics (**Merit**)

Relevant Modules: Data Structures and Algorithms, Machine Learning, Maths & Statistics, Foundations for Analytics, Network Analytics, Optimisation and Decision Models, Statistics and Econometrics, Visualisation, Retail and Marketing Analytics, Logistics and Supply Chain Analytics, Text Analysis for Business, Digital Marketing Analytics, Causal Modelling, Data Management and Ethics

London, United Kingdom | Aug 2023 – Aug 2024

University of Leicester

BSc Computer Science (**First-Class Honours**)

Dissertation: Retro-style game development

Leicester, United Kingdom | Sep 2019 – Jul 2022

PROFESSIONAL EXPERIENCE

Rockstar Games

Data Scientist Intern

- Built predictive churn models and behavioural clusters using Random Forest and K-Means, leveraging 40+ engineered features from gameplay telemetry with PySpark and Databricks.
- Conducted geospatial analysis to identify high-engagement zones, using spatial mapping and visualisation tools in Tableau.
- Supported player lifecycle analysis by integrating event-level data to uncover key churn indicators and behavioural patterns.

London, United Kingdom | Jan 2025 – May 2025

Coalition Greenwich (division of CRISIL)

Associate Consultant

- Improved bank revenue prediction accuracy by 13% using machine learning models (Random Forest, Gradient Boosting), optimising inputs with lagged variables and volatility indicators to further enhance model accuracy
- Transitioned from qualitative to quantitative data models, identifying key economic indicators through correlation analysis to enhance prediction accuracy
- Reduced data processing time by 30% by cleaning and structuring 500,000 financial records using Python and SQL, and enhanced model efficiency with advanced preprocessing techniques (e.g., outlier removal, normalization)

London, United Kingdom | Jun 2024 – Aug 2024

Pricerite Wholesalers (FMCG)

Data Scientist

- Predicted customer churn rates using RFM analysis and k-means clustering, optimising marketing strategies to increase retention by 10% and identify high-value customer segments
- Solved supply chain problem using AMPL and ARIMA, reducing costs by 20% and improving efficiency by 25% through optimised stock levels and lead times

Manzini, Eswatini | Jul 2022 – Jul 2023

Pricerite Wholesalers (FMCG)

Data Scientist Intern

- Analysed transaction data using SQL, providing insights that improved segmentation models and marketing strategies, resulting in 5% increase in sales conversions
- Supported competitor analysis for food products using Python and EDA, with insights leading to 7% increase in market share within key product categories

Manzini, Eswatini | Jul 2021 – Sep 2021

ACHIEVEMENTS

Finalist of Analytics for Society Competition

- Shortlisted as finalist in team project from 30 competing teams for data-driven project on enhancing environmental sustainability, aligned with UN sustainable goals; presented to panel of academic and industry experts

London, United Kingdom | Mar 2024

Led a community service to help refugees

- Organised donation drive for food and clothing, and provided eight weeks of computer literacy classes to help refugees integrate into workforce

Manzini, Eswatini | Jul 2023

ADDITIONAL SKILLS

Technical Skills

Python, SQL, PySpark, Tableau, Spark, MongoDB, R studio, Microsoft Office Suite (Excel, PowerPoint, Word)

Languages

English (Native), Portuguese (Basic), Spanish (Basic)

EXTRA-CURRICULAR & INTERESTS

- Taught underprivileged children aged 7-13 how to play chess; this was a weekly occurrence for four months
- Organised and led event hosting orphanage in Eswatini for a week; included games that took place with children and life skill lessons were imparted