SAURABH ANNADATE

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Education

Master of Science in Analytics, Northwestern University; GPA: 4.0/4.0   **Sep 2018 – Dec 2019**

- Coursework: Databases and Information Retrieval, Predictive Analytics (Supervised Learning), Data Mining (Unsupervised Learning, Recommender Systems), Big Data (Hadoop, MapReduce, Spark), Deep Learning, Data Visualization (D3 and Tableau), Text Analytics, Analytics Value Chain (Deployment, Cloud Computing), Optimization and Heuristics

B.E. (Hons.) Mechanical Engineering, Birla Institute of Technology & Science, Pilani; GPA: 8.9/10.0   **Aug 2011 – Jul 2015**

Qualifications & Skills

- Passed Level 1 CFA (Chartered Financial Analyst) exam in December 2016
- **Languages and Tools:** Python, R, SQL, Java, VBA, SAS, Hadoop, MapReduce, Spark, Git, AWS, D3.js, Tableau, Excel

Professional Experience

Data Science Intern, Capital One, McLean VA   **06/17/2019 – 08/23/2019**

- Built pipelines to test the utility of automated feature creation, feature selection, algorithm selection and hyperparameter optimization functionalities offered by AutoML tools like H2O driverless AI and DataRobot for credit card loss forecasting
- Developed a POC for the model monitoring module of a credit card loan charge-off loss prediction model

Analytics Consultant, Chicago Botanic Garden, Chicago IL   **01/17/2019 – 06/14/2019**

- Developed a classification model for customer segmentation to inform marketing efforts using supervised machine learning techniques
- Architected and built an end-to-end ML pipeline including a flask application and deployed the solution in an in-house Windows server

Analytics Consultant, University of Chicago Urban Labs Crime Lab, Chicago IL   **10/22/2018 – 06/14/2019**

- Explored architectures like GLMs, Neural Networks, Gradient Boosted Trees and ensemble models for modeling the propensity of an individual to be involved in a crime
- Helped UChicago Crime Lab validate their own model and identify additional features that may add lift and help improve the accuracy

Business Operations Associate Consultant, ZS Associates Pvt. Ltd., Pune, India   **07/06/2015 – 07/20/2018**

Worked for Fortune 500 pharmaceutical companies across various workstreams such as Salesforce Incentive Compensation Plan Design and Administration, Salesforce Design Optimization, Salesforce Territory Alignment Operations, Customer Targeting and Segmentation, and Specialty Pharmacy Performance Analytics

- Led a team of five associates on a large-scale Salesforce Incentive Compensation Operations project; responsible for planning and workload distribution, ensuring quality and timeliness of all deliverables and facilitating all oral and written communication
- Successfully led the implementation of new IC plan changes including requirements gathering, implementation planning, POC evaluations, System Integration Testing, User Acceptance Testing and rollout
- Reduced cycle time by 75% and substantially improved quality in a Salesforce Territory Alignment Operations project by building an operationally efficient ETL process using SAS and in-house tools
- Analyzed transaction level Specialty Pharmacy sales data in SAS and created a dynamic excel dashboard to study and track Key Performance Indicators for Specialty Pharmacies; Information was used by the client for contract renewals
- Applied regression modelling to quantify the impact of Salesforce Design change recommendations to maximize YoY sales growth

Academic Projects

House price prediction full stack app

- Built a completely reproducible and modular machine learning app from proof of concept to production in Python, hosted on AWS EC2 with 82% ML model accuracy and stored customer logs in RDS MySQL database

Handwritten Text Recognition Deep Learning Model

- Built a model using CNN and bi-directional LSTM with a Beam Search decoder to recognize text in handwritten text images

Customer Segmentation for a Daily Local Newspaper

- Used k-means clustering for customer segmentation to drive personalized recommendations via newsletter for a daily local newspaper

Venmo Transaction Clustering

- Developed a clustering solution in Spark to cluster Venmo Transaction data using text-based attributes

Achievements

- Secured 2nd place and won a cash prize of $15,000 in the 2019 Humana-Mays Healthcare Case Competition   **Nov 2019**
- Secured 3rd place in TEC{H}ACK Hackathon organized by the Boston Consulting Group (BCG)   **Jan 2019**