

# Akhil Ajith Nair

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A data-driven and innovative professional, I excel in transforming complex datasets into actionable insights and strategic decisions. With a proven track record in data analysis, machine learning, NLP, deep learning and interdisciplinary collaboration, effortlessly uniting analytical precision with organizational success.

## Education

**EDHEC Business School – Lille, France**

**September 2023 – December 2024**

**MSc in Data Analytics and Artificial Intelligence**

*Web Analytics, Data Mining, Statistical Modelling, NLP, Machine Learning, Power BI, Big Data Management, Customer Analytics, Deep Learning, Optimisation*

**Academic Excellence Scholarship Recipient**

*Awarded for outstanding academic performance and dedication to excellence in the MSc in Data Analytics and Artificial Intelligence program at EDHEC Business School.*

**University of Hertfordshire– Hatfield, United Kingdom**

**September 2018– September 2019**

**MSc in Finance**

*Corporate Finance, Financial Statement Analysis, Statistics, Econometrics, Economics, Financial Markets, E-views, IFRS, US GAAP, Quantitative Methods, Python*

**Alagappa University–Tamil Nadu, India**

**December 2012– December 2015**

**Bachelor of Commerce (B.com)**

*Accountancy, Marketing Management, Operations Management, Economics, Statistics, Financial Management*

## Professional Experience

**DataMantra-Gurugram, India**

**April 2022- January 2024**

**Data Scientist**

- Data **Scientist** & Stakeholder management: Work closely with Technical & Non-technical Stakeholders and to understand business requirements and translate them into effective data visualizations. Perform data analysis to uncover insights and identify opportunities for improvements.
- Optimization: Continuously optimize Tableau dashboards for performance, usability, and scalability. Implement best practices for data visualization and dashboard design to enhance user experience
- Implemented various time series forecasting techniques to predict surge in orders, lowering customer wait by 10 minutes
- Led a team of 3 data scientist to model the ordering process 5 unique ways, reported results, and made recommendations to increase order output by 9%
- Deployed a recommendation engine to production to conditionally recommend other menu items based on past order history, increasing average order size by 7%

**Linedata– Mumbai, India**

**August 2021 – February 2022**

**Data Scientist – Investments**

- Spearheaded a collaborative effort with Software Engineers and Financial Analysts to enhance investment strategies through advanced predictive analytics.
- Utilized Snowflake SQL to clean and transform raw data, achieving a 10% reduction in computational complexity and ensuring high-quality data for downstream processing.
- Developed robust XGBoost models to accurately forecast market movements, significantly boosting portfolio performance against market benchmarks.
- Leveraged Support Vector Machines (SVM) to classify investment opportunities based on risk profiles, which improved the precision of investment choices and increased portfolio gains by 10%.
- Participated in the development of sentiment analysis models, focusing on refining Python scripts and learning model deployment techniques.

**Gallagher and Mohan – Delhi, India**

**July 2019 – January 2021**

**Data Analyst**

- Spearheaded the development of machine learning models using Gradient Boosting Machines (GBM) to enhance customer analytics and retention strategies in the retail sector.
- Enhanced predictive accuracy for customer behaviour forecasting by 15% using GBM, facilitating more targeted marketing and retention efforts.
- Applied NLP techniques to distil actionable insights from customer feedback, directly informing retention strategies and improving engagement metrics.
- Actively participated in Agile development cycles, attending daily Scrum meetings to better understand the planning and execution phases, contributing to team projects and learning best practices in a collaborative environment.

**ASAP (Govt of Kerala) - Kerala, India**

**April 2016– April 2018**

**Data Analyst – Financial Operation**

- Enhanced financial processes by implementing data-driven improvements and ensuring efficiency.
- Conducted detailed data analysis to support decision-making and operational efficiency.

## Projects

**Automated Financial Data Reporting Bot for Telegram [ETL project]:** Developed a Python-based Telegram bot for automated retrieval and delivery of stock market data [Indian Market], end-of-day company data, pre-market data [an important metrics traders used to identify trend for the day], and options chain statistics to a dedicated telegram channel, scheduled for timely updates. This telegram channel is now **used** by an active investor community in India.

**Equity Research Tool Using Generative AI:** Developed an advanced equity research tool leveraging Generative AI and Large Language Models (LLM). Implemented functionality to extract and analyze key information from news articles using embeddings and vector databases. Enhanced the tool's capabilities with Retrieval Augmented Generation and Langchain fundamentals to provide comprehensive and insightful equity research reports.

**Churn Prediction Analysis for Pokémon Go Using Logistic Regression:** Implemented a churn prediction model using Python and logistic regression for Pokémon Go. The cutoff value for Logistic Regression was decided based on a cost function which improved the test accuracy to **98%**. Conducted **Recency, Frequency, Monetary** analysis and used those variables to compute the **Customer Lifetime Value** using the **Beta Geometric-Negative Binomial Distribution model** and **Gamma-Gamma model**. Also analysed player behaviour and transaction data to identify key factors affecting customer retention.

**Sentiment Analysis on Vision Pro Launch Using RoBERTa Model:** Executed a sentiment analysis NLP project from **data extraction** to **model deployment**. Used the RoBERTa model to evaluate public perception of Vision Pro pre- and post-launch.

## Skills

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**Technical:** Python, VBA, Postgres SQL, MongoDB, Hadoop, Snowflake, Scikit learn, TensorFlow, MLFlow, Data Version Control, Tableau, PowerBI, Microsoft Office, Excel, AWS, GCP, Git, Docker

**Soft Skills:** Adaptable, Problem Solving, Analytical and Structured Thinking, Teamwork

**Languages:** English, French (Beginner), Hindi, Malayalam