**Summary**

**Total Experience: 9.5 years**

Working as Data Scientist professional with strong experience in the area of data science for Telecom, Healthcare, Insurance and Banking analytics domain. Prior to Data Scientist, Akhil worked as a Business Development (sales and marketing, Presale) with a leading IT Organizations and having expertise more than 4 years in sales and marketing.

**Skills**

* **Technical:**

R, Python, IBM SPSS, SPSS CNDS, Machine Learning, Deep learning, Statistics, Predictive Modelling, Keras, TensorFlow, Flask, NumPy, Scikit-learn, Pandas, Natural Language Processing (NLP), Power BI

* **Functional:**

JIRA, Product Management, Agile Methodology, Business Requirement Document (BRD), Functional Requirement Document (FRD), User Stories, Requirement Analysis, Business Process Mapping, Pre-sales

* **Soft Skills:**

Problem solving, Interpersonal skills, Leadership, Training undergone for Negotiation skills, SPIN selling, System Thinking

**Roles and Responsibilities: Data Scientist Consultant**

1. Go to meeting strategy, Business meetings, Presales, Closing the deals, Project management activities.
2. Managing the internal and external stakeholders as Business Analyst/Account manager.
3. Interact with clients and internal stakeholders to capture business requirement
4. Identify and pursue new opportunities for applying unique, state of the art analytics solutions at respective client group
5. Define project scope and deliverables that support business goals;
6. Design analytical solution to client’s problems, identify data requirements, develop plan and delivery results
7. Interpret the analytical results and create stories; present stories and recommended next steps to client. Create templates for reports and visual presentations
8. Audit deliverables to make sure that they are accurate and meet requirements by critically examining the data
9. To learn and pick up a new language/tool/ platform quickly, anything new concept like integrating ML solution with RPA
10. Building the statistical predictive modelling using R , Python or SPSS
11. Model evaluation and model performance

**Professional Experience**

***vElement IT&S - Data Scientist Consultant Duration July 2018 – Present***

* Project 1:Churn Analysis: Design a prediction model for telecom customer churn
* Project 2: Predicting power curve using whether information
* Project 3: Cheque information extraction

***CitiusTech Healthcare - Asst Manager – Data Science Duration: Nov 2015 to June 2018***

* Project 1:Prediction of CKD progression
* Project 2: Predict functional ADL (Activities of Daily living) improvement
* Project 3: Discover unknown patterns to improve outcomes of mobility
* Project 4: Develop model for predicting refractory patient
* Project 5: Lung Cancer detection for Medical Imaging analytics

***Innoplexus Consulting Pvt Ltd - Data Scientist Duration: Feb 2015 to Oct 2015***

* Project 1:Patent Network Analysis and calculate patent score
* Project 2: Identify the customer life cycle events
* Project 3: Meta-Analysis for Clinical trials

***Experienced as Business Development Manager (4.5 yrs) Duration: June 2010-January 2015***

* Data Synaopsis pvt ltd
* ITCube Solutions pvt ltd
* Bioenable pvt ltd

Roles and Responsibilities as Business Development Manager:

* Finding Prospect and establish new business relationships for Big data Management, Business Intelligence and Other ERP services.
* Identify and participate through strategic networking conferences, seminars, trade meetings, etc. to develop new contacts and identify new business opportunities.
* Responsible for managing proposal development and client presentations and interaction,
* Responsible for Pre-Sales Activities.
* Responsible for Client Interaction, Lead Generation, Cold Calling
* Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.

**Educational Background**

* PGDM. – Marketing – Pune University, India, Year 2010
* BE – Electronics – Nagpur University, India, Year 2007

**Certifications**

* C2090­013: IBM SPSS Data Mining for Business Partners v2 (96%)
* Completed “Business Analytics” certification course from Edupristine Pvt Ltd.

**Personal Details**

I am self-motivated, Proactive, Team Player and adaptive to environment with high energy and Target oriented.

**Date of birth** :27th Nov 1985

**Address**  : Sector 19, Airoli, Navi Mumbai -400708

I hereby declare that the above written particulars are best of my knowledge and belief.

Akhil Rahate