KUMAR ROHAN SINGH

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Highly driven Decision Analyst proficient in deployment of analytics to plan, execute, and deliver business projects. MS Business Analytics candidate at UCLA Anderson. Three years consulting experience in healthcare, energy, and research. Insights and recommendations led to multi-million-dollar revenue gains and product development.

Education

University of California, Los Angeles – Anderson School of Management	Los Angeles, CA
Master of Science in Business Analytics	Expected Dec 2023

Merit Fellowship Recipient | GRE: 336
Courses: Machine Learning for Decision Making, Statistical Modeling, SQL, Python, R

Indian Institute Of Technology (Indian School Of Mines)	Dhanbad, India
Bachelor of Technology in Mechanical Engineering	May 2018

Merit Scholarship Recipient | Secretary – Literary and Debating Club
 Courses: Calculus, Linear Algebra, Statistics and Probability, Operation Research, Optimization Theory

Technical Skills

Analytical Skills: Machine Learning, Inferential Statistics, Conjoint Analysis, Statistical Modeling, A-B Testing, Project Management, Presentations
Tools: SQL, Python (numpy, pandas, matplotlib), R (tidyverse, dplyr, choicemodelR, apollo), VBA, Advanced Excel
Coursera Courses: Machine Learning, Linear Regression for Business Statistics, Research Report: Delivering Insights

Professional Experience

ZS Associates (Industry: Consulting, Healthcare)	Delhi, India
Decision Analytics Associate Consultant	Jan 2022 – Jun 2022

- Understood client's business problems and translated them into project tasks, defined goals, designed analytical solutions, managed timelines, and communicated insights to stakeholders to ensure successful delivery of projects
- **Led a team of 5** to estimate market share of an upcoming product in ~$21B market under aggressive timeline, making ZS a reliable and go-to partner for a major client's **demand estimation** projects
- Upskilled 30+ associates by conducting sessions on choice modelling, advanced excel, and problem-solving frameworks

Decision Analytics Associate	Feb 2020 – Dec 2021

- Gathered and analyzed data of prescription and behavioral data of ~10k oncologists, leveraged **Decision Trees** to **Segment** HCPs in distinct groups, results used by sales team to improve messaging, increasing revenue by ~20%
- Used **Hierarchical Bayes Conjoint** modeling to identify best product features of pipeline products and estimated market shares of all possible final products made from combining different levels of product attributes
- **Created a reusable excel-based simulator** to visualize results from prescriptive choice models including relative importance of attributes of products, cutting labor-hours in conjoint projects by ~15%

Relsafe PRA (Industry: Consulting, Energy | Tech)	Thane, India
Safety Consultant	Aug 2019 - Jan 2020

- Used **SQL** to collect, clean, and analyze data of equipment and cables at a European nuclear power plant (>5M rows)
- Modeled accident scenarios using **Fault Tree Analysis** and calculated probability of core damage in case of fire accident
- **Created a dashboard to visualize** the risk of core damage and made recommendations to ensure probability of failure remains less than one in a million under all plant operating conditions

Projects and Extracurriculars

- **Amazon x UCLA Hackathon:** Built a recommendation system to show similar products using Cosine similarity for name & description of and Jaccard for keywords of the initially chosen product
- **Analyzing Chess.com data:** Scraped and analyzed my performances in live matches on chess.com using Python
  - Used selenium, numpy, pandas, matplotlib, seaborn to perform descriptive analytics and figure out strength and weaknesses in my games