

Rushikesh Vyavahare

Bangalore, India

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Professional Summary

Results-driven Data Science Leader with extensive experience in delivering innovative machine learning solutions, driving profitability, and optimizing operational efficiency. Proven ability to lead cross-functional teams, develop scalable frameworks, and provide actionable insights to solve complex business challenges.

Work Experience

Mu Sigma

Bangalore

Apprentice Leader

Jan'24 - current

Leading a team of 5 Data Scientists to deliver impactful data science projects:

1. Built a Discount Recommendation Framework to optimize profitability, incorporating price elasticity analysis and promo-effectiveness metrics.
2. Developed a Statistical Simulator Tool for drug formulation optimization, reducing R&D cycles significantly.
3. Designed solutions for New Product Launch Demand Prediction using Bass Diffusion and Agent-Based Models.
4. Successfully deployed Streamlit-based web apps for forecasting and file validation, achieving substantial time savings.

Lead Decision Scientist

Jan'24- Dec'23

Led a team of 3 Decision Scientists to develop solutions for **Consumer Retention and Acquisition Strategies**:

1. Built models for customer segmentation, upsell/cross-sell recommendations, and repurchase date predictions.
2. Designed market mix and lookalike modeling frameworks to expand customer acquisition.
3. Developed an extensive pricing strategy framework, maximizing profits through optimal pricing and promotion planning.

Decision Scientist

Apr'22- Dec'22

1. Designed and implemented time series forecasting models to predict consumer base, order volume, and sales for the CPG domain.
2. Automated forecasting frameworks using AWS Sage Maker, creating an end-to-end scalable pipeline for seamless integration.

Trainee Decision Scientist

Jan'21 - Mar'22

1. Automated reporting processes using Python, reducing report generation time from 1 day to 1 hour.
2. Developed and deployed dashboards to track key KPIs for tech products, enabling data-driven decision-making.

Technical Skills

Machine Learning: Time Series Forecasting, Bass Diffusion, Agent-Based Models, Statistics

Data Tools: Python, AWS SageMaker, Streamlit, Power BI, Excel, SQL

Advanced Analytics: Pricing Elasticity Analysis, Consumer Segmentation, Market Mix Modeling

Leadership: Team Management, End-to-End Project Execution

Education

MIT Academy of Engineering, Pune

Pune, India

Bachelor of Technology (B. Tech IT)

June. 2016 - May. 2020

- 8.4/10

Projects & Business Knowledge

Projects – Demand Forecasting, Customer segmentation, Pricing Analysis, Movie Recommendation, Promotion Analysis, Repurchase Date Prediction, New Product Forecasting

Domain- Tech, CPG, Pharma Commercials

Business Problems - Customer Retention & Acquisition, Pricing & Promotion Strategies, Demand Forecasting, New Product Forecasting

Business Skills - Pricing & Promotion Analytics, Forecasting, AB Testing, Dashboarding, New Product Launches

Techniques - Advance Regression, Time Series Forecasting, Clustering & Segmentation, Classification

Certifications

- Basic Statistics
- Python – Object Oriented Programming Language
- Advanced Negotiation Skills - Udemy