

# SAYAJI HANDE

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## Qualifications - Educational

1. **Purdue University**, W. Lafayette, IN, US. **PhD** (1992) and **MS** (1989) in Statistics, GPA 6.0/6.0
2. **Indian Statistical Institute**, Calcutta, India: **M. Stat.**; First Class - 1986

## Qualifications - Professional

1. **Tuck School of Business** at Dartmouth (2007) Finance Essentials for Senior Managers
2. **IIM, Ahmadabad** (1994) – Software Engineering
3. **Patents & Papers Published: 5** filed, **7** published in international journals, respectively.
4. **GE Capital, (2002)** – Green Belt Certificate

## Experience Summary

**Analytics Expert:** Executed and interfaced end customer for strategic decisions models, reports, presentations & plans. End to End. Worked on various domains.

<b>Domain</b>	<b>Customer / Organization</b>	<b>Achievements</b>
Social Media & Digital Marketing	Adobe	Three Patents Filed
Retail: Consumer-Finance, Telecom	GE Capital; Rogers; AT&T	Two Patents Filed. Independent assessment paper of service quality – designed, evaluated and submitted to competition commission in Canada (Rogers) etc
Capital-Markets, Insurance Re- Insurance	Flagstone Re; Mitchell	Established India practice for Flagstone. Initiating practice for Mitchell
Governments	Ministry of Finance	Worked as Chief Statistician for RMS Division. Report was signed off by Directorate General for incremental savings of Rs 1200 Cr
Pharma	marketRx	Established India operations of Pharma analytics co, which was sold for \$ 170 Million
Education & Research	IIFT, SP Jain Singapore Central University of Raj, etc	Seven research papers in international journals. Honorary Speaker; Member of Board for Maths, Stats & CS, etc . Taught at Purdue & Indian Statistical Institute

Roles Played: Analytics Leader, Delivery Head, Statistical S/W programmer (algo), Freelance

## WORK EXPERIENCE DETAILS

### Data Analytics: Strategic & Modeling Building (15+ yrs)

**Role: Lead** – Create, set process and teams for business's initiative in *Data Science & S/W Projects*. Execute deliverables using tools in software analytical platforms. Lead Modeler

**Responsibility:** Analytic support for business – Consume Finance (PLCC etc), Finance (Asset Allocation, Portfolio Management, Valuation), Re Insurance (DFA, Ratings, Portfolio VaR), Government Revenues: Projections and Fraud detections.

#### 1. Freelance (Oct 2013 – Till Date)

Freelance consulting to companies that desires to establish analytics practices (three).

#### 2. Adobe Research Lab (Oct 2012 – Oct 2013)

Viral spread & Design of Virality – Three patent. Focus areas are Digital Marketing, Social Media, Magnetic Walk on eCommerce. See details.

#### 3. NIL - Labs (Jun 2010 – Jan 2012) – Sr Director – Analytics & Innovation

*Projects:* Involved in analytics for fast changing telecom markets in view of consumer experience management. Two patents filed.

#### 2. Cranes India/Government of India (Jan 2008 –Aug 2009) – VP Analytics

*Projects:* Involved in working with *Finance Ministry* for Statistical Analysis Centre (lead). Revenues, Risks (detections), Pricing / Valuations are primary areas of work. SAS is used as analysis tool. Needless to say, **Huge** data, complex models.

#### 3. Flagstone Re Bermuda / West End Capital; India (2005 –2007) – VP Analytics

*Projects (S/W):* FAME, Time Series; Garch, Fixed Income; Re Insurance (DFA), automation (Java, .Net), among others. Business Domain – Catastrophic & non CAT ReInsurance; Asset Management; Liability management (loss distributions); portfolio optimization (efficient frontier), Ratings – Bcarr, Fietch et al.

#### 4. IBM Global Services ; India (2005 –2005) – Research Staff Member / Consultant – On Demand Innovation Services

*Projects (S/W):* Data Analytics and mathematical process. Wild fire Management – budgeting, predictions and optimization (Completed the project). US government projects.

#### 5. marketRx India Pvt Ltd; India (2003 –2005) – VP Advance Analytics

*Projects:* Pharma industry. Projects areas – Sales Force Effectiveness (Advance Analytics), Market Analytics – scoring doctors for promotion. Supervised 40 knowledge workers (MStat's, PhDs, MA of DSEs, MSc's).

#### 6. GE Capital India, Analytics Center of Excellence (ACoE); India (2001 - 03) -AVP

*Finance Products / Projects:* PLCC Promotions – *Risk Response* matrix (for Mutiple PLCC client teams), Modeling, Data Mining, Report production, Automation, Data Mart creation / migration. OLAP tools customization.

### Software Development – Real time systems (5 yrs)

**Role: Lead - S/W Projects / Products Deliverables.** People and Project Management.

**Responsibility:** Feasibility, Prototype, Design / Development, Project Plan and interim Deliverables. Setting up development and test environments. Muti-location teams.

#### 1. Parsec (India) Software Pvt Ltd, India (1999 - 2001) – GM Technology

Telephony Company in India – with products such as Voice Mail and Call centre s/w.

## 2. Johnson Controls - a fortune 200 company (1996- 1999) – Project Manager

Project Delivery and Management

- TM9180 thermostat (firmware with LCD): Network device; *Tools*: Assembly
- LCD Display for network, Configuration tools; *Tools*: VC ++ (1.5), cross compiler.

### Statistical Computing Tools (3+ yrs)

**Role: Programmer** - Create and set algorithms based on white/research papers. Integrate with main s/w tool / products (StatXact, SAS, SPSS).

#### 1. Cytel Software Incorporation, Boston; Eurolink India (1994 – 1996)

StatXact, LogXact and StatTable are products targeted mainly towards bio-statisticians and categorical data analyst. Merged with *SAS* and *SPSS*.

**Projects - StatXact for SAS:** Design and development (for SAS, SPSS, , LOTUS, etc.). *Tools*: VC++; Dll's, C++ on SUN.

- **Data compression** - Techniques such as; markovian, substitution (dynamic and static) and optimal encoding were used. *Tools*: C/ C++; Java

### Institutes (4 yrs)

1. **Indian Statistical Institute** (1992 - 1994) – Faculty Top most institution in the country and world.
2. **Purdue University** (1986 - 1992) – Research Scholar and SAS assistant. Besides Scholarship, worked as Research Associate and SAS Design consultant (@ Computing Centre)
3. **Central University of Raj** (2015- ): Board Member of school of Maths, Stats & CS

### Patents & Published Papers

1. **An Effective Method Of Measuring Wireless Consumer Experience**, U.S. Patent ApplicationNo. 13/022,907;Feb8,2011
2. **A Method For Measuring Market Share for A Communication Service Provider**, assigned U.S. Patent application No.13/195,731; Aug1,2011
3. **Effective Method Of Creating Seed Set for Viral Marketing**, assigned U.S. Patent application No.81141091; June13,2013
4. **Predicting Spread of Content Across Social Networks**, assigned US Patent application No. 14/031,256; Sep 19, 2013
5. **Naked Truth: Detecting Behavioural Anomalies & Patterns of Individuals & to normalise the overall results** (In Media, Surveys, Crowd), assigned US Patent application No. 14/280393
6. **Lagrange's Bound for the Roots of a Polynomial** Bulletin, Bombay Mathematical Colloquium, volume 3, Number 1, November 1985 (with P. B. Ramprasad)
7. **On Some Non-parametric Selection Procedures - Non-parametric** Statistics and Related Topics (Ed. A.K.Md.E. Saleh),1992 Elsevier Science Publishers, 33-50 (with S. S. Gupta)
8. **Single-Sample Bayes and Empirical Bayes rules for Ranking Multinomial Events** Journal of Statistical Planning and Inference 35(3), 367-382, (with S. S. Gupta) (1993)
9. **Study on optimal Sequential Selection procedure for Pairwise Compared Treatments** Bulletin Calcutta Statistical Association, Dec. 1993 (with S. K. Bhandari and M. M . Ali)
10. **A note on order statistics for nonidentically distributed variables** Sankhya A 56 (1995)
11. **Statistical Proofs of Some Matrix Results** Linear and Multilinear Algebra, Vol. 38. (with A. Dey and M. L . Tiku) (1994)
12. **A Majorization Property of Order Statistics from Heterogeneous Distributions: Parametric case and Application in Reliability**, *Metron* vol. 59 no.3-4 ,2001
13. **Statistical Models for Consumer Preferences**, **Journal of Indian Statistical Association** (with I. Diwan) (1997).