

Contact

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Top Skills

Building Trust

Cross-team Collaboration

Digital Marketing

Saurabh Deshpande

Advanced Analytics Leader @ Airbnb | Ex-Amazon, Ex-Google
Bengaluru, Karnataka, India

Summary

As a Senior Business Intelligence Engineer at Amazon, I apply my expertise in machine learning and R/Python to analyze customer behavior and provide insights for improving user retention and satisfaction. I work with a cross-functional team of data scientists, product managers, and marketers to design, implement, and test data-driven solutions that enhance the customer experience and drive business growth.

Before joining Amazon, I completed my Post Graduate Diploma in Machine Learning and Artificial Intelligence from the International Institute of Information Technology Bangalore, where I learned the latest techniques and tools for data science and analytics. I also have a Bachelor of Engineering in Electronics and Telecommunication from the University of Mumbai. I have a strong passion for solving complex problems using data and technology, and I am always eager to learn new skills and explore new domains.

Experience

Airbnb

Advanced Analytics Lead

January 2025 - Present (1 year 4 months)

Google

Data Science Specialist

April 2024 - December 2024 (9 months)

Amazon

4 years 4 months

Senior Business Intelligence Engineer

June 2022 - April 2024 (1 year 11 months)

Bengaluru, Karnataka, India

Business Intelligence Engineer, Customer Behaviour Analytics

January 2020 - June 2022 (2 years 6 months)

Bengaluru, Karnataka, India

Quantiphi

Senior Business Analyst

March 2019 - January 2020 (11 months)

Mumbai Area, India

- Built an automated statistical model for the operations team of Fortune 500 client for revamping bonus compensation structure of all 35 designations within the client organization.

Cartesian Consulting

3 years 9 months

Senior Business Analyst

April 2017 - February 2019 (1 year 11 months)

Mumbai Area, India

- Responsible for defining, developing and reporting key metrics and business trends to top management of clients.

- Model data in order to create reports and dashboards for business process management,

Execute quantitative analysis that translates data into actionable insights.

- Data driven decision making using statistical modeling techniques like Logistic regression models ,Random forest, decision tree etc.

- Develop and drive key analytic and reporting projects relevant to the client business.

- Campaign design, campaign management and execution for different events which are crucial for client

Industry: Retail

- Market basket analysis to identify popular choices of category combination customer prefers.

- Build and implemented the lapser winback model using logistic regression, random forest which has improved winback response rate significantly.

- Management of customer Life cycle by designing,conceptualizing and implementing different CRM & customer engagement programs basis customer credentials.

Industry: Hospitality

- Built an recommender engine which recommends next best resorts for Each customer.
- Used Machine learning techniques like Association,UBCF(User based collaborative Filtering) & IBCF(Item based collaborative Filtering)

Industry: Finance

- For Leading mutual fund house,built propensity model for investors who are likely to invest in the 13 Funds for next 2 months.
- For Leading mutual fund house,built propensity model for the distributors who are likely to have the highest overall sales for next 2 months.

Business Analyst

June 2015 - March 2017 (1 year 10 months)

Mumbai Area, India

Education

International Institute of Information Technology Bangalore

Post Graduate Diploma, Machine learning and Artificial intelligence · (January 2019 - January 2020)

University of Mumbai

Engineer's Degree, Electronics and Telecommunication · (2011 - 2015)