

# Sudhir Singh

Data Scientist



**A business-focused data scientist with a 15+ year proven track record of developing and productionizing data products to grow revenue.**

## Contact

Email:

sudhir.singh.kumar@outlook.com

Ph: 0611 91 6704

Loc: Utrecht, The Netherlands

[LinkedIn](#)

[Web Portfolio](#)

## Education

MBA, Nyenrode Business

Universiteit, NL

BE in Electronics &

Communication, VTU, IN

## Skills

R & Shiny (Tidyverse)

SQL

Azure & Cloud

Git & Docker

Time Series Forecasting

Customer Segmentation

Churn & Attrition Prediction

Process Automation

## Work Experience

### Founder

AI Data Solutions

April 2021 - Present

- Identified gaps in the bank's remote (from abroad) working possibilities in the hindsight of Covid. Developed plan & pitched program to HR Director for buy-in.
- As a result, ended up building the app "Working from Abroad" and scaled this up for 25000+ employees.
- This app streamlined a complex HR process, reduced travel approval lead time by 95% and saved the bank with ~€7M in the first year.
- Sample Project 1: [Time Series Forecasting Application \(R, Shiny\)](#)

### Hybrid Cloud Sales

IBM

September 2019 - 2021

- A short stint in a pure commercial role at IBM Netherlands.
- Learnt and experienced various nuances of an enterprise sales process starting from lead identification to sales closure.
- Worked on few important deals (Retail and Industry based clients) in the allocated territory.

### Manager, Digital Workplace & IT Operations

FrieslandCampina

January 2015 - 2019

- Led the initiative to optimize IT operations cost. In the first year, saved €3M through data visualization, IT asset(s) optimization and vendor consolidation.
- Led the global digital workplace (DWP) roll-out for 22000+ employees.
- Finished the DWP roll-out before schedule with USAT Score of 8.2(10). A major employee productivity boost of over 30%.
- Developed plans for Office 365 Adoption Program & pitched program to Director, Digital Workplace & CIO for buy-in
- In the first year, Cloud Adoption Program saved €2M only through mailbox migration and productivity increase of 20%.