MUHAMMAD HAMID AHMED DASTGIR

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EDUCATION

Stevens Institute of Technology, Stevens School of Business — Hoboken, NJ
Master of Science in Business Intelligence & Analytics — Sep 2023 – May 2025
Concentration: Data Science and Artificial Intelligence
Relevant Courses: Health Care Data & Advanced Analytics, Applied Machine Learning, Practicum in Analytics

National University of Computer and Emerging Sciences — Lahore, Pakistan
Bachelor of Science in Business Administration — Aug 2016 – May 2020
Relevant Courses: Organizational Behavior, Strategic Management, International Business

PROFILE

Programming: Python, R, SQL, Excel (Solver), MongoDB, LaTeX
Software: Microsoft Power BI, Tableau, MS Office (Excel, Word, PowerPoint), SAS, SAP, Alteryx, MySQL Workbench
Certifications: Data Analytics Specialization (Google)

PROFESSIONAL EXPERIENCE

Research Assistant – Viral Diseases, Medications, and Reinforcement Learning — Hoboken, NJ
Stevens School of Business - Research Fellowship Program — May 2024 – Aug 2024
- Designed **optimal drug administration policies** under the supervision of Dr. Choudur Lakshminarayan, focusing on improving treatment strategies for women with HIV using various clinical designs
- Applied statistical modeling and **machine learning techniques** (Logistic Regression, Q-Learning, Markov Chains, MDP) to model treatment efficacy by analyzing virus behavior, drug actions, and biomarker rewards through defined state-space (S), action sets (A), rewards (R), discount factors (γ), and transition probabilities
- Generated **Q-Tables with Q-values** to select actions with the highest expected rewards
- Authored technical documentation in LaTeX for a Design of Experiments paper, incorporating Multivariate Analysis (e.g., Least Significant Differences) for statistical significance

Associate Data Analyst — Lahore, Pakistan
GenITeam Solutions Ltd. — Feb 2023 – Jul 2023
- Initiated the company's **data analysis infrastructure** from the ground up by centralizing key metrics from Google AdMob, IronSource, and AppLovin MAX into **Looker Studio** dashboards
- Consulted with the CEO and the Director biweekly, presenting performance reports on ad bidding partners (Meta Audience Network, Mintegral, AppLovin) to achieve a **20% increase** in average revenue per user
- Engaged with Game Producers on **user engagement metrics** (DAU, Retention) of various company games by analyzing funnels on GameAnalytics and focusing on high-value game events, resulting in **40% higher game engagement**
- Oversaw implementation of progression and design events, reducing redundant events by 30%, restructuring deployment of events, and creating a logbook for documentation

PROJECTS

Patient Opportunity Model
- Collaborating with the Stevens BIA team to analyze post-diagnosis lung cancer data by applying machine learning to healthcare claims, diagnoses, and prescriptions, mapping patient treatment journeys (e.g., Tagrisso, Rybrevant, Lazcluze) to drive targeted strategies for **enhancing product retention and promoting competitor switching**

E-Commerce & Supply Chain Data Warehouse
- Developing a **PostgreSQL staging schema** to centralize 100k+ raw e-commerce records (orders, customers, products) and automated SQL ingestion scripts for reproducible table creation with robust quality checks, enhancing data reliability for **dimensional modeling and advanced BI reporting**

Strategic Revitalization for Injectable Anesthesia Drug
- Conducted a comprehensive **market cannibalization analysis** on injectable anesthesia products (Ketorolac, Midazolam, Fentanyl, Propofol), identifying key competitive drivers and proposing **data-driven strategies**—targeted territory interventions, co-pay assistance, and brand repositioning—to revitalize Midazolam and mitigate market share loss

EXTRACURRICULAR INVOLVEMENT

- **Business Intelligence & Analytics Club**, Member — Sep 2023 – Present
- **Stevens Graduate Consulting Club**, Member — Sep 2023 – Present