

Dr. Amr Ellabban

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Experience

HgCapital

Lead Data Scientist

Dec 2017–present

European Private Equity fund with c.£10 billion under management and 30 portfolio companies in the TMT and Services sectors. Sitting within the Portfolio team, supporting boards and senior management on key value creation topics. My key focus area is the application of Analytics and AI methods to drive enterprise value across the lifecycle of a deal from diligence to exit. Topics span long-term data enablement strategy, to more tactical commercial projects, to broader operational support.

Key highlights include:

- Twelve month end-to-end data transformation of a services company, covering:
 - Working with management team to define business pain points and growth strategy
 - Developed 'road-map' for the business from setting up core technical infrastructure to later commercial growth projects
 - Designed and led implementation of group data platform, integrating ERP and CRM systems across 8 different acquisitions
 - Worked with sales leadership team to develop and roll out AI-driven sales and marketing prioritisation model targeting 10% growth in new business value
 - In total estimated to drive c.£80m of enterprise value at exit
- Automation strategy and roll out for the support organisation of a managed hosting business, covering:
 - Planning, design and business case development
 - Leading implementation and roll out of automated web portal and email routing, chat-bot auto-resolution in development
 - Targeting c.£1.5m EBITDA impact
- Customer health modelling and retention strategy design for a software provider leading to \$1m retained revenue impact in first year
- Developed new AI-driven product offering for a data services company driving 15% first year EBITDA impact
- Broader team development responsibilities including:
 - Development of Hg analytics internal IP from high level strategic templates to reusable code repositories
 - Promoting the use of analytics and AI throughout the Hg portfolio through organising annual forums and networking events as well as managing an online community of data professionals
 - Evangelising the impact of analytics at Hg more broadly, presenting case studies at investor AGMs and regular forums for portfolio CXOs
 - Managing a diverse network of resources including in-house analysts, offshore developers and various contractors and consulting partners

Boston Consulting Group

Data Scientist

Nov 2016–Dec 2017

Based in the Gamma advanced analytics team. Client-facing role, using statistical modelling and machine learning techniques to inform clients' strategic decisions.

Projects have included:

- Prototyped a churn model for a leading UK pension provider, identifying >£10bn in assets at risk and key customer targets for retention campaigns
- Developed predictive model to compute risk of component failures in industrial equipment with >80% accuracy for a global manufacturer

OC&C Strategy Consultants

Data Analyst

Oct 2015–Nov 2016

Client-facing role, using statistical modelling and analytics techniques for retail & services clients.

Projects have included:

- Simulated new staffing and job scheduling models for a large mobile workforce. Results used to determine optimal, identifying £2m in potential cost savings
- Performed statistical analysis of transactional data to assess the impact of client pricing strategy across multiple brands and product segments, identifying 4% margin uplift
- Analysed potential locations for UK store-roll out strategies for a leading coffee shop brand, identifying scope for 30% growth

VisualDNA

Lead Data Scientist

Jan 2015–Sept 2015

Research Engineer

Feb 2014–Dec 2014

Used big data analysis, for applications in online marketing. Promoted to team lead role within 11 months. Managed a team of 5 analysts, developers and data scientists performing large scale data analysis on >4.5TB of data.

Education

University of Oxford, Magdalen College

DPhil Engineering Science

Sept 2009–Dec 2013

(Computer Vision and Machine Learning)

- Developed methods to automate large-scale quantitative analysis of biological data
- Published four papers as first author
- Worked on four cross-disciplinary projects with international collaborators

University of Oxford, Magdalen College

MEng Engineering Science, First Class Honours

Sept 2005–Jun 2009

Elected Exhibitioner of Magdalen College (academic award) for three academic years

Programming & technical skills

Advanced: SQL, R, Tableau, Alteryx

Proficient: Scala, Python, Scalding (Hadoop), Hive, Google cloud stack

Basic: C, C++, Java, AWS stack, Azure stack

Languages

Native: English, Arabic