

# Krishna Kalakonda

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## PROFESSIONAL SUMMARY

Full-stack data scientist with 2+ years of professional experience in developing AI-driven tools and data analysis applications. Skilled in data analysis, machine learning, and full-stack development, with a strong track record of delivering impactful projects. Adept at market research, creating execution plans, and collaborating across teams to solve complex business problems. Proven leadership in independently managing end-to-end projects, mentoring peers, and fostering team collaboration. Currently pursuing a master's in data science to enhance technical expertise and theoretical knowledge.

## EDUCATION

<b>DePaul University</b> <i>Master of Science in Data Science</i> <b>CGPA:</b> 4.0/4.0	Chicago, USA Sept 2024 – Aug 2026
<b>Rajiv Gandhi University of Knowledge Technologies</b> <i>Bachelor of Technology in Electronics and Communication Engineering</i> <b>CGPA:</b> 8.17/10	Basar, India Aug 2018 – May 2022
<b>Rajiv Gandhi University of Knowledge Technologies</b> <i>Pre University Course</i> <b>CGPA:</b> 8.99/10	Basar, India Jul 2016 – May 2018

## TECHNICAL SKILLS

**Languages & Frameworks:** Python, R, JavaScript, Java, C, Matlab, HTML, React, FastAPI, REST API, Flask, Streamlit  
**Databases:** PostgreSQL, MongoDB, MySQL  
**Developer Tools:** Git, Visual Studio Code, JIRA, DataDog, Mixpanel, Calendar API, Twilio, HubSpot, Kubeflow, Tableau, JupyterLab, Docker, Jenkins  
**AI & ML:** Machine Learning, Natural Language Processing (NLP), Deep Learning, LLMs, RAG, NER, Prompt Engineering, Scikit-learn, Pytorch, TensorFlow, Time series models, Statistics, Statistical tests  
**Digital and Creativity:** Photography, Photoshop, Canva, Premiere Pro, Tinker CAD  
**Soft Skills:** Communication, Leadership, Sales, Marketing, Organizational Skills  
**Other Skills:** IoT, Drone Technology, 3D Printing

## WORK EXPERIENCE

<b>App Virality Technologies Pvt Ltd (Outplay)</b> <i>Associate Data Scientist</i>	Hyderabad, India June 2022 – May 2024
<ul style="list-style-type: none"><li>Contributed to an Agile team by adapting to evolving project requirements and rapidly developing sales tools.</li><li>Understood project requirements, conducted market research to identify best solutions for problem statement.</li><li>Worked closely with stakeholders to ensure alignment of technical solutions with the business objectives.</li><li>Led multiple projects, independently managing the development process from concept to delivery.</li><li>Collaborated with cross-functional teams for the integration and deployment of AI tools.</li><li>Actively monitored the usage and the status of the AI tools in the company.</li><li>Authored technical blog posts to educate users about company tools, increasing customer engagement.</li><li>Worked on interdisciplinary projects requiring knowledge of technologies like React, Angular, Docker, Zoom SDKs, etc. demonstrating adaptability and eagerness to learn.</li><li>Developed multiple AI tools using LLMs and automation leading to 80% improvement in the email outreach.</li><li>Designed an AI Sales Agent architecture, automating key workflows to increase the sales outcomes.</li><li>Developed objection handler to identify the objections in sales emails with 95% accuracy.</li><li>Deployed a phone verified system for validating contact information, boosting call outreach by 120%.</li><li>Troubleshoot API and system errors, providing rapid fixes and optimizing code to reduce errors by 90%.</li><li>Mentored new team members during onboarding, conducted knowledge transfer (KT) sessions, and provided resources to foster productivity.</li><li>Recognized as “Top Performer of the Month” for consistently delivering high-impact solutions.</li><li>Expanded technical skills in startup environment by contributing to UI and backend development, advancing to a full-stack data scientist role.</li></ul>	

## App Virality Technologies Pvt Ltd (Outplay)

Software Engineer Intern

Hyderabad, India

Jan 2022 – May 2022

- Researched state of the art AI models to integrate AI capabilities into company sales tools.
- Prepared and analysed datasets, implementing quality checks.
- Learned the art of maintaining detailed documentation for projects.

## PROJECTS

**Phone Verified Leads** | Skills Used: LLMs, Chatbots, TTS, STT, Communication APIs Oct 2023 – May 2024

- Implemented a phone-verified leads system to automate the contact validation process using advanced AI tools.
- Integrated communication APIs with LLMs, text-to-speech, speech-to-text, chatbots to validate the contact details of prospects, increasing the call outreach efficiency by 120%.
- Developed Caller Manager module that facilitated seamless switching between different call providers like Twilio, Plivo, Telnyx, etc without any code changes.
- Planned and developed the application website using React. Integrated external tools like Mixpanel, Hubspot, Google Calendar, Microsoft, etc.

**Conversation Intelligence** | Skills Used: Speaker Recognition, Transcription, NER Aug 2022 – June 2023

- Built advanced tool for analysing sales calls by extracting transcription, objections, action items, tones and SDR's performance.
- Utilized speech embeddings to recognize speakers in a call with 100% accuracy.
- Identified the action items with 92% accuracy using NERs and Regex.
- Developed a module to measure the performance of the sales representatives in the call using advanced metrics.

**Data Science Pipeline Tool** | Skills Used: Python, Streamlit, Data Visualization, ML Dec 2023 – Jan 2024

- Data Wiz Pro is a data science pipeline tool that can be used to process and visualize data and train models.
- The tool is developed using Streamlit and is useful for comparative analysis of the processing techniques and download the final model report along with model after training.

**Sequence Generator** | Skills Used: LLMs, MongoDB Aug 2023 – Feb 2024

- Sequence generator can generate the complete sales sequence by taking target prospects details as inputs.
- Developed sequence generator using LLMs to reduce the sequence creation time by more than 90%.

**Objection Handling** | Skills Used: LLMs, NLP, NER, spaCy Aug 2022 – Jan 2024

- Objection handler can identify the objection raised by the prospect in their emails helping the sales reps notice the objections easier.
- Used NER models to build objection handler with an accuracy of 95% at identifying objections.

**Sales Playbook** | Skills Used: NLP, Python, Data Analysis Dec 2022 – Feb 2024

- Sales playbook is a collection of handling messages to handle the objections raised by the prospects.
- Designed the playbook using NLP techniques to identify the best matching handling message for each objection leading to increase in response rate.
- Created a workflow to automatically create a sales playbook for each new user by extracting the handling messages from the onboarding details provided by user.

**Magic Mail** | Skills Used: LLMs, NLP Jan 2022 – Feb 2024

- Magic Mail is an AI email generator that can generate personalized sales emails by taking few prospect details.
- Manually created huge datasets of personalized sales emails for finetuning LLMs, learning sales email writing in the process.
- Automated the email generation using magic mail leading to 80% improvement in response rates.

**AI Sales Agent** | Skills Used: LLMs, NLP, NER, Python, ML Dec 2023 – Jan 2024

- AI sales agent can replace a human SDR by automating the complete sales processes using AI capabilities.
- Designed the AI Sales agent architecture by integrating the AI sales tools to automate the complete sales processes from lead sourcing/generation to booking a meeting.

**Galaxy Type Classification** | Skills Used: ML, Data Analysis, Regression, KNN Oct 2024 – Nov 2024

- Analyzed the galaxy shapes data and developed a predictive model for multi class classification using regression.
- Developed individual models and combined them using SoftMax function to get an overall accuracy of 88.62% .
- Developed a multinomial regression model for all classes together with an accuracy of 88.78%.

**Phishing Website Detection** | *Skills Used:* ML, Data Analysis, Classifiers, Flask, HTML Mar 2022 – Apr 2022

- Developed phishing website detection tool using ml classifiers to check if a given website URL is legitimate or not. Used flask and HTML to develop a user interface for the tool.
- Achieved an accuracy of 92% with KNN and 97% with random forests.

**Student Sentiment Analysis** | *Skills Used:* ML, NLP, Data Analysis Feb 2021 – Mar 2021

- Conducted a survey of 1200 students to gather their sentiments towards the university (RGUKT, Basar).
- Developed a classifier model to classify the sentiment of students towards the university.

**IoT Projects** | *Skills Used:* Electronics, Embedded C, Sensors, Arduino Aug 2018 – May 2022

- Developed multiple IoT projects as part of academics during bachelor's degree.
- Used temperature and humidity sensors to monitor the growing conditions of a plant.
- Used IR sensor and ultrasonic sensors to stop a prototype car when faced with any obstacles.
- Worked with multiple other sensors, LED screens, electronics etc as part of lab projects.

## Workshops and Seminars

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**Drone Technology** | *Skills learned:* Drone Technology, Sensors, Drone Piloting May 2017

- Attended a 7 day workshop about drone technology, working mechanism of different parts.
- Assembled drone from spare parts, calibrated the motors and learned how to fly.

**3D Printing** | *Skills learned:* Drone Technology, Sensors, Drone Piloting May 2017

- Attended a 3D printing workshop to learn about the 3D printing technology and operation of a 3D printer.
- Learned 3D designing using Tinker CAD and 3D printed our own designs.

**Astrophysics Camp** | *Skills learned:* Astronomy, Astrophysics Feb 2018

- Attended a 3-day bootcamp of Astrophysics where I learned about importance of space exploration, astrophysics, mechanism of different rockets, etc.

## Extracurricular and Volunteer Experience

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**Event Coordinator** June 2017 – May 2022

- Led the planning and execution of many university events, managing logistics, registrations, and technical support.
- Built rapport with attendees and stakeholders, ensuring a positive experience and achieving high satisfaction rates.

**National Service Scheme Volunteer** August 2017 – May 2022

- Conducted community outreach programs, including rallies and awareness campaigns, strengthening communication and organizational skills.

**SPIC MACAY Volunteer** August 2019 – Jan 2021

- Promoted and organized cultural events and managed volunteer teams and technical support.

**Branch Alumni Coordinator** Sept 2019 – May 2022

- Engaged with Alumni through calls, emails and social media gathering their details and encouraging them to participate in university events, reducing the gap between Alumni and the university.
- Organized mentorship programs, workshops, and fundraising campaigns with help of Alumni.

**School People Leader** July 2014 – Apr 2015

- Represented the student body, coordinated with Alumni and students, addressing their concerns with the school.
- Coordinated with faculty to organize multiple events like science fair, cultural days, sports days, excursions, etc.

**Sports Captain** July 2012 – May 2021

- Played and represented many sports teams as captain during my high school and university days.
- Games played included Handball, Football, Volleyball, Table tennis, Chess, Cricket, etc.
- Mentored and motivated fellow team members to improve their performances.

**Mentor** July 2018 – May 2021

- Mentored friends and juniors about their career paths and technologies like drone, 3D printing, data science, etc. through seminars, workshops, off campus talks, etc.