

## LAKSHMAN KUMAR SURAMPUDI

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<https://lakshmansurampudi.github.io/>

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### WORK EXPERIENCE

#### AI Solutions Specialist - POKONUT

Aug 2025- current

- Develop and maintain internal AI tools across Customer Support, Operations, Finance, Design & Marketing departments.
- Designing and Automating workflows to streamline operations, optimize business processes, reduce redundancy and to improve productivity and growth.
- Build interactive dashboards and reports to track key metrics such as NDR, RTO, and CSAT, providing actionable insights for performance improvement.
- Apply prompt Engineering techniques for content creation for better outreach and for AI generated multimedia.

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### PROJECTS

#### Performance of Indian Stock Market in FY 2024-25

May 2025

- Led a team of 3 in an independent data analysis project covering market trends.
- Discovered insights like 5% annual growth of benchmark indices and 256 IPO launches using Excel & Python.
- Designed interactive dashboard in Power BI after data cleaning and transformation, created documentation and video presentation and uploaded in github.

#### Credit Card Strategy Insights Project

November 2024

- Analyzed customer demographic and transaction data for Mitron Bank's new credit card, providing key insights to the product strategy team.
- Used Python for Data Analysis and Power BI dashboard for Visualization

#### Indian Parliamentary Election Analysis

June 2024

- Analyzed 2014 and 2019 Indian Parliamentary General Election data, providing key insights to Atliq Private Media.
- Used SQL for data analysis, python libraries (matplotlib, seaborn) for data.

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### SKILLS

Python, SQL, Power BI, Excel, R, Tableau, web scraping, n8n (workflow automation), Maths, Statistics.

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### CERTIFICATIONS

- EXECUTIVE PG (AI & DS) FROM INTELLIPAAT IN COLAB WITH IIT ROORKEE (2023-2024)
- Worked as an Associate in State Bank of India during FY 2022-2024
- Graduated from Gayatri Vidya Parishad College of Engineering in April 2018