

RAVI KUMAR

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OBJECTIVE

Decision scientist with almost 4 years of experience, performed descriptive, prescriptive, and predictive analytics in collaboration with R&D, Sales, Marketing, and Leadership teams for diverse industries ranging from Food retail, pharma supply chain, Energy to Technology domain. Currently leading multiple teams in advanced analytics for fortune 10 clientele.

EDUCATION

B Tech - Computer Science Engineering, Vel Tech Institute of Science & Technology 2017 - 2021
CGPA - 9.2

SKILLS

Technical Skills -	Classification, Regression, Clustering Time Series Analysis/ forecasting, KPI & dashboarding, Anomaly Detection, EDA, Hypothesis testing, NLP (Topic Modelling, Topic Tagging and Sentiment Analysis)
Technical Tools -	Python, SQL, SHAP, MS Excel, PowerPoint, Docker, Git, PySpark, LLM
Soft Skills -	Story Boarding, Deck making, Project Management, Design Thinking, Client Dealing & Stakeholder Management, Leading teams, Problem Solving
Dashboarding and Automation -	Power BI, Power Apps, Power Automate, Superset, QlikView, Logic app
Cloud and others Skills -	Data Factory, Storage Account, SQL Database, Synapse Analytics, Databricks, DevOps, Airflow, Snowflakes, DBT

EXPERIENCE

Lead Data Scientist (Apprentice Leader) Mu Sigma Inc.	Dec 2024 - Present <i>Bengaluru, Karnataka</i>
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- Leading teams & managing a **\$1.2M portfolio** for Fortune 10 clients.
- Engaging with **VP & Senior Director-level** stakeholders to drive strategic initiatives.
- Part of the leadership team, **expanding engagements** and **fostering cross-functional collaboration** across business units.

Senior Data Scientist (Team Lead) Mu Sigma Inc.	Sep 2022 - Nov 2024 <i>Bengaluru, Karnataka</i>
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- Developed a **Near Real-Time (NRT)** analysis framework and conducted Key Driver Analysis on business KPIs.
- Built multiple ML and LLM use cases to automate and **reduce manual effort**

Data Scientist Mu Sigma Inc.	Aug 2021 - Aug 2022 <i>Bengaluru, Karnataka</i>
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- Worked with multiple teams to **develop ML solutions** for sales & manufacturing optimization.

PROJECTS

LLM-Powered RAG System for Consumer Review Analysis

- Helped the business save time by **reducing manual effort** in investigating spikes and dips in consumer sentiment, while also automating final reports for LT meetings.

- Built an end-to-end **RAG** (Retrieval-Augmented Generation) system to streamline consumer review analysis, leveraging LLM-based embedding search for accurate retrieval and deeper sentiment insights.

Network Optimization

- Improved network efficiency by reducing transportation and operational costs by 5% through a machine learning-driven facility location strategy across **10+ geographies**.
- Developed a scalable K-Means clustering model, optimizing facility placement and improving supply chain efficiency by $\sim 9\%$ based on customer demand and geographic constraints.
- Built a cost prediction model using regression analysis, leading to a $\sim 6\%$ reduction in overall shipping and operational expenses, enhancing cost-effectiveness.

NRT - Ingestion Framework for Telemetry Data

- Designed and implemented a near-real-time (**NRT**) ingestion framework using Azure Synapse, enabling data to be written in Parquet format to Azure Storage Account.
- Facilitated the loading of Parquet data into ClickHouse DB, enabling visualization in Superset for creating **NRT health metrics** and other high-level metrics.
- Enabled PMs and data scientists to access telemetry data through simple SQL queries and intuitive visuals on the Superset platform, **promoting self-serve analysis**.

Enhancing Skype Copilot Engagement - Predictive Modelling

- Helped the business identify features to adjust for increasing customer engagement within the Skype app copilot, leading to a $\sim 2\%$ **engagement boost**.
- Created a classification framework to predict the likelihood of new copilot responses being satisfactory or unsatisfactory, using SHAP to interpret model feature contributions for better decision-making.

Anomaly Detection Framework — Real-Time Alerting — Forecasting

- Leveraging real-time sensor data, developed a robust time series forecasting model that accurately predicts future patterns with an **accuracy rate of 85%**.
- Designed an anomaly detection framework that helps the business to detect anomalies early by sending real-time email alerts, resulting in monthly savings of approximately **\$200**.

Accelerate the Audit Seal Process - Predictive Modelling

- Facilitated expedited issuance of audit seals for brands that had not undergone previous audits, thereby streamlining the business process.
- Implemented a ML classification framework across **8,000+ stores** for multiple brands, expediting the Pass/Fail prediction process. This solution resulted in significant cost savings of ~ 1 **million USD** for the business.

Key Driver Analysis on Business KPIs - Data Analysis & Hypothesis Testing

- Performed key driver analysis on top of created business KPIs.
- Created an interactive dashboard on Power BI to analyze the metrics created for different outcomes, helping stakeholders assess brand performance and quantify the impact of products & services under their Institutional Service initiative.

AWARD & ACHIEVEMENTS

- Visited a pharmaceutical Fortune 500 client's production plant, improved manufacturing data visibility by automating the ETL process for floor personnel.
- Actively write Technical blog posts on [Medium](#) and [YouTube](#) posts viewed by more than 250K+ view.
- 2 spot & 2 Impact award for ensuring smooth delivery experiences, owning complete solution frameworks and build healthy environment in the team .