ZAID ABIDI

DATA SCIENTIST

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Education & Achievements

Vellore Institute of Technology,
B.Tech, Computer Science (Specialization: AI & Machine Learning) | 2019-2023 | CGPA: 8.22

Honors & Awards: Runner-up, ZS Associates GenAI Competition; Mr. Wiki Award for Versatility (Intellect Design Arena); Guest Speaker, "AI 4 U" Conference; 3x Scholastic Excellence Award recipient.

Key Skills

- **Languages & Databases:** Python, R, SQL, C++, MongoDB, MySQL, Langchain
- **ML/AI Libraries:** PyTorch, TensorFlow, Scikit-Learn, Langchain, Pandas, NumPy, NLTK, OpenCV
- **Big Data & Cloud:** PySpark, AWS, Azure, Terraform, Databricks
- **DevOps & MLOps:** Docker, Kubernetes, Git, Azure DevOps, Bash/Shell

Key Projects

- **Multi-Agent Stock Analysis System:** Built a hierarchical agent system to automate stock analysis, orchestrating specialized teams to process financial data into investment briefs.
- **Generative AI Customer Support Chatbot:** Developed a GenAI chatbot POC (GPT-3.5) to automate customer support, reduce call center costs, and boost user retention.
- **AI-Powered Pose Coach:** Led a team of 6 to build a computer vision app (MediaPipe, Flask) for real-time posture correction, reducing user injury risk by up to 80% in testing.

OBJECTIVE/SUMMARY

Data Scientist with 2+ years of experience designing, building, and deploying production-grade machine learning models that drive significant business value. Delivered a **$10M annual impact** by developing advanced predictive models for a high-tech enterprise client. Proficient in working with large-scale structured and unstructured data on cloud platforms (AWS, Azure) and automating analytics workflows to enhance sales and marketing performance.

WORK EXPERIENCE

ZS Associates, Bengaluru | Data Scientist

April 2024 - PRESENT

- **Contributed to a flagship machine learning program on Azure that drives over $10M in annual impact** by developing and operationalizing a suite of models for a major tech client.
- **Engineered the primary lead and partner scoring models**, which improved the quality of the sales pipeline and directly resulted in a **33% increase in lead-to-sales conversion rates** and a **40% reduction in average deal closure time**.
- **Executed an unsupervised clustering analysis to segment the customer base**, enabling a data-driven marketing strategy that **lifted conversion rates for targeted campaigns by 22%**.
- **Developed a proof-of-concept Next Best Action (NBA) model using neural collaborative filtering**, demonstrating a **projected 15% lift in cross-sell opportunities** during pilot simulations.

Intellect Design Arena, Chennai | Data Scientist

June 2023 - April 2024

- Engineered a production-ready Intelligent Document Processing (IDP) system using **BERT (LLM) and LayoutLM**, which fully automated the classification of confidential financial documents and **reduced average document processing time from 4 hours to under 2 minutes**.
- Developed a customer churn prediction model that achieved **88% accuracy** in identifying at-risk clients, enabling proactive retention campaigns that **cut quarterly churn by 20%** and secured an estimated **$15M in Assets Under Management (AUM)**.

LTIMindtree, Noida | Cloud Intern

February 2023 - May 2023

- Deployed and managed **AWS cloud services** (e.g., EC2, S3) to support data-intensive tasks and explored automation of development workflows.