



# Abhishek Prasad

| +91 7003305184 | abhishekonit@gmail.com | [LinkedInProfile](#)

Data Science and Analytics professional with 10+ years of experience in verticals like CPG, Retail, Supply chain and Manufacturing Analytics, Pharma Analytics, Insurance Fraud Analytics, Capital markets and Manufacturing.

With continuous self-learning habits and client centric focus, I am always open to take out of comfort zone challenges and acquire new skill sets to stay relevant and update to date as per the market.

## Professional Experience

### Tredence Analytics Pvt. Ltd. Aug, 2024 - Till Date Manager, Data Science

- Predictive modelling to identify the shipping errors resulting in credit losses. Causal decomposition to identify the reasons. Statistical Credit Fraud analysis of the retailers.
- Development of a Forecasting Model followed by Inventories policy based optimisation for a wholesale organisation supplying to the retail stores.
- Led the team to develop a tool to analyze drivers impacting the brand's ITR. The project includes multiple use cases like Clustering, Driver Analysis, Impact Analysis and Forecasting.
- Development of a Multi-Modal AI agent for diving deep into the data to perform driver analysis and derive insights for the end user.
- Development of a MAC based AI Agent POC to solve use cases like Anomaly detection, forecasting etc by refining the query and selecting the right sub-agent.

### Fractal Analytics Pvt. Ltd. Consultant - II

#### Supply Chain Finance (Aug, 2023 - Aug, 2024)

- Led an engagement to develop an Intelligent cash management product to determine the Credit worthiness and the Order Pattern of a customer.
- Forecasting the sales quantity across multiple countries on weekly data.
- POC on Inventory Optimization and Sustainability Analysis. Optimized the inventory data to minimize the waste.

#### Product Team - Concordia (Aug, 2021 - July, 2023)

*As a lead member, contributed towards the AI-ML development of the product with primary focus on Research and Development of the new use cases.*

*Developed and operationalized the following ML models:*

- Entity Extraction/Recognition - Extracts entities from the unstructured data and transforms into a structural form that can be consumed by other layers and data visualization tools. Implemented Machine Learning and NLP based models.
- Data Classification - Classification of products based on their descriptions and other attributes through Machine Learning and NLP models.
- Data Mapping - Mapping the products coming from different sources and have different textual representations. Developed a solution to map UPC and EAN code of a product. Rule based mechanism, Unsupervised and Supervised Machine Learning, and NLP models were tried and implemented.
- Volume and Metric Extraction - Developed an ML based algorithm to extract volume and unit from product description column and standardize them. Algorithm has a minimum accuracy of 95%.
- Data Standardization - Developed a NLP based entity standardization algorithm that uses multiple techniques and shows output according to defined similarity threshold.
- MDM creation - Leveraged Unsupervised learning and mathematical distances to create Master data from multiple data coming from multiple retailers.
- Incremental Learning - Enhance the learning of models if corrections are done by the user on the portal.
- Developed a prototype of data validation module from scratch that would raise flags for inconsistencies in data. Rule based KPI and Statistical metrics were used to build a prototype with Python and Streamlit.
- Created an end-to-end solution that would fetch data from Sharepoint, do - preprocessing, feature engineering, KPI quantification, post-processing and share the results on Power BI dashboard. Created 100+ components in Python for data manipulation and developed the pipelines.

## PRIMARY SKILL SET

Machine Learning, Statistical Analysis, Natural Language Processing, Gen AI  
Python, Spark, SQL  
Databricks, Azure ML, GCP (Vertex AI)

## SECONDARY SKILL SET

Git, Power BI, Streamlit, Alteryx

## INTERPERSONAL SKILL SET

Consulting, Team management, Stakeholders management, Research & Development

## VERTICALS

CPG, Supply Chain, Manufacturing  
Capital Markets, Insurance

## EDUCATION

**Post Graduation Program in Business Analytics (Full-Time Program)**  
**Praxis Business School, Kolkata, India**  
**2018 - 2019**

**Bachelor of Technology Electronics and Communication Engineering**  
**West Bengal University of Technology, India**  
**2009 - 2013**

## LEARNING CURVE

- Exploring, learning and upgrading with the latest development in the field of Gen AI.



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## ● Axtia India Pvt Ltd.

Mar, 2021 - Aug, 2021

### Senior Associate

- Developed a model to classify whether the Physician would prescribe medicine manufactured by the client or not. The ML model resulted in an effective marketing.
- Developed a POC with multi-layer engine of Unsupervised learning and Rule-based method to authenticate Covid test reports.
- Re-designed existing Alteryx workflow for weekly and monthly reporting dashboards.

## ● Bridge2i Analytics Pvt. Ltd. (Acquired by Accenture)

### Analytics Consultant

#### ● Insurance Fraud Analytics (Sept, 2020 - March, 2021)

- Developed and operationalised a classification model to identify anomalous insurance claims filed due to bodily injury by automobile vehicle accident. Built multiple models and selected an XGB classifier as the final model.
- Developed an ML based Product Recommendation System to help the marketing team in cross-selling of the products. Enhanced Cross selling by 12-15%.
- Developed and operationalised an Operations Fraud project to identify and flag the fraud cases of payments by the performer to the participants.
- Migrated a project from SAS to Python as an Individual contributor. Data collection through SQL queries, model development and optimisation.

#### ● Supply Chain Analytics (Aug, 2019 - Aug, 2020)

- Developed an engine for Raw Materials Procurement Cost Anomaly Detection. Identified, defined and quantified the KPIs to calculate cost leakage in the procurement process. Created a business impact of 18-20%.
- Developed an ML based algorithm to identify similar products based on RM & PM. to utilise an alternate manufacturing lines by doing minimum changes during Covid lockdown. The solution was accepted as an all-time Reusable Asset.
- Build Plan designing and optimisation followed by Inventory Optimisation.
- Developed a ML based forecasting model to beat the benchmark score for a digital communications technology company. Material segmentation, feature engineering and selection, model development.
- Developed 2 different models for an FMCG company to do the demand forecasting.
- Material categorization and segmentation, feature engineering and selection, model development, model tuning and final selection.

## ● Nevaeh Technology

Oct, 2018 - July, 2019

### Quantitative Analyst

- Building ML/DL models to predict the stock prices under different indices. Worked on Statistical analysis of the Stock prices. Time Series Forecasting for commodities price.
- Collaborating in the building of Trading Algorithms. Testing Trading Algorithm through Virtual Trade Simulation.
- Developed Python algorithms to:
  - Automate Back testing Simulation.
  - Calculate the Mark to Market (MTM) Profit and Stock's position.
  - Automate daily report for Net and Gross MTM
  - Stock exchange's Data (tar format) preparation with in-house tools.

## ● Bhushan Steel Ltd (Acquired by Tata Steel)

### Electrical Engineer

#### ● Production Planning and Control (Mar, 2016 - Dec, 2017)

- Material demand forecasting. Report creation and sharing across.
- Production demand plan scheduling.
- Inventory planning. Indentation management.
- Developed a POC on Sound Anomaly Detection System for Predictive maintenance.

#### ● Hot Strip Mill (Shift-in-charge) (Sept, 2014 - Feb, 2016)

- Fault analysis and troubleshooting at hand through Ladder and CFC programming on Simatic manager for PLC (S7-300 and S7-400) at production finishing machines like cut to length, hot skin pass mill and slitter.
- Handling the conveyor system, fault analysis and resolutions for the coil conveyor system through HMI.

## Education Mentor

### UPGRAD Education Pvt. Ltd.

#### Post Graduate Students Mentor

Online Weekend Freelance

Mar 2022 - Aug 2022

### Great Learning Education Pvt. Ltd.

#### Post Graduate Students Mentor

Online Weekend Freelance

Sept 2021 - July 2022

## COURSES

- AWS Fundamentals - Coursera
- AWS Cloud Solutions Architect (Ongoing) - Coursera
- NLP Specialization by DeepLearning.AI
- Modelling and Analytics in Supply Chain - IIT KGP
- Industry 4.0 and Industrial IoT - IIT KGP
- Google Cloud Big Data and ML Fundamentals
- Natural Language Processing - Edx

## ACADEMIC PROJECTS

- House Price Prediction
- Pattern Recognition
- Sales Forecasting
- Language Translation
- Attempted to develop scripts for Algorithmic Trading. Developed Python script for all the technical indicators to analyze stocks.

## LANGUAGE

- English
- Hindi
- Bengali