Sai Akhil Kogilathota

Data Science Graduate Student
LinkedIn, GitHub

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Stony Brook, New York

Education

Stony Brook University — **August 2023 - July 2025**
Master's in Data Science — *Stony Brook, New York*

Ramaiah Institute of Technology — **August 2016 - June 2020**
Bachelor's in Electronics and Communications — *Bangalore, India*

Technical Skills

Python, SQL, Machine Learning, Deep Learning, A/B Testing, Data Analysis, Natural Language Processing, Computer Vision, Deep Learning, Qliksense, Ideator

Work Experience

Lendingkart Finance Limited — **Januray 2023 – August 2023**
Data Scientist — *Bangalore, India*

- Analyzed various customer segments based on loan amount, interest rates, state, city, industry, and credit scores to determine the most active borrowers.
- Conducted in-depth segmentation of customers based on various criteria, leading to the identification of a key borrower segment that showed a 20% higher loan uptake compared to other groups.
- Provided data-driven insights to the Digital Marketing team, which led to a 25% increase in the effectiveness of targeted marketing campaigns and a 30% increase in conversion rates from marketing leads.
- Developed a framework for personalized discounts on interest rates and fees, enhancing user engagement on the mobile app by 40% and increasing loan application completion rates by 35%.
- Successfully collaborated with the front-end team on the discount gamification feature, resulting in a 50% increase in user interaction with the feature and a 20% improvement in customer satisfaction scores.

Comviva Technologies — **August 2020 – December 2022**
Data Scientist — *Bangalore, India*

- Developed a range of advanced predictive models using cutting-edge algorithms like XGBoost, Random Forest, K-Means Clustering, GLM, and LiteGBM. These models effectively boosted revenue and enhanced customer retention. Notably, the Recharge Likelihood Model led to a 10% revenue increase, and the Churn Prediction model resulted in a 20% uplift in customer retention.
- Implemented specialized models for nuanced customer behavior analysis. This includes a Mobile Number Portability Model that balanced precision and recall for profitability, a Favourite Denomination Model to predict preferred recharge amounts, and a Multi-Simmer Model that successfully converted secondary users into primary ones.
- Built International User Model that predicted international transaction customers with 75% accuracy, reducing network costs by 20% and increasing international revenue by 30% and Recency Frequency Monetary Model that significantly improved customer segmentation accuracy by 50%, fueling the effectiveness of targeted marketing campaigns by 40% and driving substantial revenue growth.
- Contributed significantly to the creation of the UCG-UTG Base, which is crucial for accurate revenue tracking and model evaluation. This involved comparing weighted KPIs of control and target groups.
- Automated various aspects of reporting and operational processes. This included automating reporting queries, model performance metrics, and the scheduling of models, which led to a dramatic 98% reduction in operational time and significantly increased team efficiency.
- Created 40 QlikSense dashboards for monitoring production models. These dashboards provided stakeholders with real-time insights into model performance based on key metrics.
- Designed and implemented a new database schema, resulting in a 25% reduction in data storage requirements, 40% faster data retrieval, 30% improved data analysis efficiency, and supporting a 50% increase in the number of efficiently managed projects and initiatives.

Projects

Auto ML Webapp | *Python, Streamlit* | GitHub

- Engineered an advanced web application designed to democratize access to machine learning, allowing users of all skill levels to intuitively construct ML models and export them in pickle format for ease of use and broad applicability.