Andrew Abrahamian

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ANALYTICAL & STRATEGIC CAPABILITIES

- Ability to integrate diverse data and communicate actionable insights to executive decision-makers
- Development of machine learning models for market sizing, forecasting, and segmentation
- Effective use of data science to ingest, analyze, and visualize complex datasets
- Experienced contributor to data science, market intelligence, and competitive strategy communities at Intel
- 10 years' experience in consulting, corporate strategy & analytics, market intelligence, and data science
- Graduate degree in data science, specializing in NLP, ML systems engineering, and generative AI

WORK & LEADERSHIP EXPERIENCE

Intel Corporation   **Hudson, MA**

Manager, Competitive Strategy & Analytics, Corporate Strategy & Ventures (CSV)   May 2021 – Present

- Developed & managed Intel's AI & GPU Forecasting Model, delivering analytics & insights to support decision-making for GPU/AI product roadmaps, demand & revenue targets, capacity allocation, and platform R&D investments
- Acted as a trusted advisor to Intel's CEO & executive leadership team, helping secure funding for GPU product roadmaps, AI software R&D spending, and two large enterprise AI partnerships
- Led monthly AI & GPU market analytics & insights reporting to >2000 employees and Intel's executive leadership team, with topics spanning competitor quarterly earnings & events, business & technology strategy, and industry trends
- Saved over $2.5M in consulting fees by pioneering a novel internal consulting model with a cross-functional team to deliver comprehensive R&D spending and headcount benchmarks to Intel's executive leadership team

Analyst, Market Intelligence, Data Center and AI (DCAI)   December 2017 – May 2021

- Project manager and technical lead for Intel's Data Center & AI Market View model, the 'one source of truth' for Intel's data center and AI TAM for executive leadership and the primary input to Intel's long-range planning process that determines the five-year demand, supply, revenue, capital spending, and capacity planning targets for the business
- Developed analytical tools to build end-to-end forecasting workflows in R, Python, and SQL; Communicated forecasting results & insights to executive leaders in finance, product, and sales operations
- Led a team of 6 analysts, establishing model process workflows and critical milestones; Coordinated model reviews with internal & external stakeholders; Supported analysts' skill development in technical capabilities, business acumen, and executive communications

International Planning & Research   **Waltham, MA**

Senior Consultant   June 2017 – December 2017
Consultant   March 2016 – June 2017
Research Analyst   September 2014 – March 2016

- Project manager and lead analyst of competitive intelligence project for two separate million-dollar consulting engagements with global technology clients
- Combined statistical modeling techniques and domain knowledge to forecast cloud infrastructure and software markets; Client used model output to inform sales targets across market segments and regions
- Designed and developed data visualization tools and dashboards in R, Excel, and SAS that were used by clients to summarize and explain high-dimensional datasets

EDUCATION

University of California, Berkeley School of Information   **Berkeley, CA**

Master of Science in Information & Data Science (MIDS)   August 2024

- **Product:** Divitiae.AI: Democratizing Financial Data with Generative AI
- **Project:** Deploying FastAPI ML App in Kubernetes to Microsoft Azure
- **Publication:** ECTQA: Expanding Earnings Call Transcript Summarization

Boston University Questrom School of Business   **Boston, MA**

Bachelor of Science in Business Administration, Magna Cum Laude   May 2014

- **Study Abroad:** University College Dublin – Quinn School of Business   Spring 2013

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: R, Python (Pandas, NumPy, scikit-learn), PyTorch, TensorFlow/Keras, Hadoop/MapReduce, Databricks, Spark, PostgreSQL, NoSQL (MongoDB, Redis), Git/GitHub, Bash, Docker, Kubernetes, SAS, Excel, PowerPoint, Word, VBA, PowerBI/Tableau, Cloud (AWS, Azure, GCP)

Languages: Fluent in English, Limited Proficiency in Mandarin Chinese

Interests: Playing piano and guitar, traveling, reading, weightlifting, basketball