

Andrew Abrahamian

Data Science & Corporate Strategy Leader | Machine Learning | Forecasting | Trusted Advisor to Executive Stakeholders
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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

Remote, MA

Senior Manager, Competitive Strategy & Analytics, Corporate Strategy Office (CSO)

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 over 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

Manager, Market Intelligence, Data Center Group (DCG)

December 2017 – May 2021

- Project manager and technical lead for the Intel Data Center Group's 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

- GenAI-powered insights for retail investors: [Divitia: AI: Democratizing Financial Data with Generative AI](#)
- Deploying AI model containers to Azure: [Deploying FastAPI ML App in Kubernetes to Microsoft Azure](#)
- Improving NLP Summarization Models for Company Earnings Calls: [ECTQA: Expanding Earnings Call Transcript Summarization](#)

Boston University Questrom School of Business

Bachelor of Science in Business Administration, Magna Cum Laude

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

Boston, MA

May 2014

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