

# Anil Kumar Pathipati

Master's In Data Science @ University Of Cape Town

**Address** Cape Town, WC, 7708

**Phone** 072 540 4824

**E-mail** mail.anilzee@gmail.com

**LinkedIn**

<https://www.linkedin.com/in/anil-kumar-pathipati-45714046/>

Resourceful, Business & Tech Savvy analyst with 6+ years of constructive experience in analytics, making inferences to support decision making using multi dimensional data in the different organizations. Experienced professional in extracting and predicting quality information using different machine learning techniques from both quantitative and qualitative data and presenting the results to technical/non technical end users looking forward to get associated with organization where I can best utilize my skill set to drive a technical oriented business decisions with best industrial Practices and to solve complex business problems while doing MSc in Data Science at UCT.

## Skills

R & Python	<div><div></div></div>	Good
Alteryx & Tableau	<div><div></div></div>	Very Good
SQL & No SQL Data Bases	<div><div></div></div>	Very Good
VBA & Advanced Excel	<div><div></div></div>	Very Good
Microsoft Azure	<div><div></div></div>	Average
Supervised & Unsupervised Learning	<div><div></div></div>	Very Good

## Work History

2019-11 - 2021-02

### Business Analyst - Data Science and Strategy

*Novo Nordisk, Bangalore & New Jersey, India & USA*

- Part of US Obesity Commercial Insights & analytics Team.
- Worked on Various Machine Learning Models to do time series forecasting & Variance models to predict sales at different geographical levels
- Built Dynamic automated forecasting models which interacts with the Territory managers and dynamically respond to their input values on their monthly targets and the same has been used to compensate Sales incentives to all the sales reps across the country
- Worked on various models that explain local market driving metrics to predict the potential physicians and patients using Data Robot.
- Worked on longitudinal data sets( Rx, Px,Dx) and simulated various HCA Clustering models to understand the physician clusters and to find IDN network sales
- Worked on different market mix models to test the effectiveness of different marketing channels and guide management on the future potential marketing investments.

2016-07 - 2019-11

### Business Analyst - Supply Chain Analytics

*Novo Nordisk, Bangalore & Copenhagen, India & Denmark*

- Built a team of Associate analysts at Novo Nordisk offshore facility at Bangalore to cater analytical needs of global supply chain.
- Worked on various optimization studies using Linear Programming, Network optimization models for large scale projects moving finished products from manufacturing facility to different consumer markets with approx 15 Million Euro spend per annum on global distribution and made approx 1million Euro in realized savings via proposed optimization methods on both primary and secondary distributions
- Built inventory forecasting models based on the historical trends to replenish stock levels in global distribution hubs
- Analyzing and presenting complex data and Communicating with stakeholders to understand the challenges they face and present clear data/visualizations to convince them of clear strategies and solutions.

- Automated many analytical tasks reducing analysis time
- Making Industry Reports, market Sizing, Forecasting, segmentation, Market Trends based on the business needs.
- Working on various strategic projects on logistics and distribution by collaborating with different consulting companies like **Boston Consulting , Mckinsey** etc..

2015-02 - 2016-07

## Pricing Analyst - Air & Road Freight - South East

*TNT Express - A FEDEX Co., Bangalore, Karnataka - India*

- Supply chain Pricing Analyst for AMEA Countries mainly supporting for **Singapore, Thailand, Malaysia, Philippines.**
- Formulated and simulated different operational models and implemented various Strategies for **Asian Road Network (ARN)** and **Integrated Direct Express Services (IDE)** to be competitive thereby bringing Profitable business.
- Created Revenue and yield management techniques to formulate pricing models based on truck utilization's, percentage of the full truckload and the merchandise occupancy. This has led to average truck utilization increase across South East Asian countries from 40% to 65% across 80% lanes
- Compile, analyze and interrogate regional/local data of SAM,KAM Customers and escalating the trend to management.

2013-11 - 2015-02

## Business Analyst - Rail & Port Logistics

*SICAL Logistics Limited - A Cafe Coffee Day Co., Bangalore, Karnataka - India*

- **'SMART TEAM'** member who is actively involved in operations problem solving for SICAL group.
- Built a framework for optimization studies to capture constraints, objective functions and design, develop various decision models by using constrained optimization techniques like linear programming to find most optimal bids that helps management to understand best suppliers on commercial terms
- Applied sophisticated transportation network optimization techniques through modeling tool (JDA T-Mod) and conducted various what-if analyses on the simulated baseline data and identified various cost savings opportunities through mode shifts, changes in service types, hub usage, product mix reconfiguration, shipment consolidations (multi-picks and drops and multi stop Truck Loads), time window relaxation (within permissible limits)
- Processing raw port data, data cleaning, analyzing data for top liners, customers, cargo and volume
- Pan India container train Planning and Container Inventory Management across all terminals effectively reducing detention costs BY 20%
- Coordinating with Business consultancies like **KPMG, CRISIL** to study clients ( **SHELL, CAIRN INDIA, ONGC** etc)logistics requirements and do feasibility studies

## Education

2021-02 - Current

## Master's in Data Science

*University of Cape Town - Cape Town*

2020-02 - 2021-02

## Post Graduate Diploma in Computer Applications

*Singhania University - India*

Part time

2009-03 - 2013-04

## Mechanical Engineering

*Jawaharlal Nehru Technological University - Anantapur*

- Received Full Fee Waiver for consistently being topper at the University.
- Received Ground breaking Innovation scholarship to fund final year project prototyping (Air powered tricycle) which grabbed attention from Mahindra & Mahindra Auto and offered an Internship in their R&D facility at Bangalore, India

## Certifications

2020-07

Tableau Data Scientist by Tableau Inc

2020-07

Tableau Analyst by Tableau Inc

2020-07

Tableau Designer by Tableau Inc