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Sesha Venkata Sriram Erramilli

Data Scientist

SUMMARY

Data scientist, having an overall experience of **4 years**, delivering business-driven insights to clients that lead to an increase in their revenues by **20%,** by performing data analyses and implementing predictive modelling techniques. **Inquisitive to learn new skills and a tech enthusiast.**

PROFESSIONAL EXPERIENCE

Trainee Decision Scientist

Jul '22 - May '23

Mu Sigma Inc.

Bengaluru, Karnataka, India

- Analyzed the effect of a digital application (belonging to one of the world's largest pharmacy chains) on its users by implementing the **propensity score modelling technique using Machine learning**, and found that the value added by that digital application is **30% higher than the traditional brick-and-mortar pharmacy stores.**
- Analyzed how significant the marketing tools installed in the pharmacy stores both in terms of patient visits and Rx capture %, by performing the hypothesis testing using **two sample T test with unequal variances.**
- Delivered business-driven insights that reduced the abandonment in pharmacies by **5%**
- Created a dashboard in Power BI that provides real-time insights about the bi-weekly and month-wise performance of all the chain pharmacy stores both in terms of patient visits and Rx capture %.
- Played a key role in Marketing analytics team by delivering the **Customer life time value** insights and also helped our clients to reduce the marketing expenditure by **3.5%.**

SCM Engineer

Nov '21 - Apr '22

Prakat Solutions

Bengaluru, Karnataka, India

- As a team, we used **Python** for data cleaning, while **Microsoft Excel, Microsoft Power BI and ML algorithms like Linear Regression, Decision Trees, Random Forest and XGBoost** were used for Data wrangling, visualization and predictive modelling respectively, on the supply chain dataset, related to the fast-moving consumer goods.
- We discovered some business-driven insights that are contributing to the **10% increase in ROI.**

Intern

Aug '21 - Oct '21

iNeuron Intelligence Pvt Ltd

Bengaluru, Karnataka, India

Project: Concrete Compressive Strength Prediction

- The main goal of this project is to perform an Exploratory Data Analysis (EDA) on the given dataset and build an appropriate Machine learning model that can accurately predict the concrete compressive strength.
- Followed modular programming approach in Python, performed EDA on the data set and experimented with the various ML algorithms.
- Found that the model built with an **XGBoost regressor algorithm** using the best hyperparameters, performed well on both the training and testing datasets with the **adjusted R2 scores 94.3% and 94.2%** respectively.
- Deployed the model as an API using Flask and hosted on web using Heroku and Gunicorn (a Python WSGI HTTP server).

Software Engineer

Jun '18- Jan '21

Tech Mahindra

Chennai, Tamil Nadu, India

- Delivered efficient telecom network designs to one of the leading Telecom service providers in the United Kingdom and helped our clients to **save the costs up to 5%**.
- Received **Bravo** Award for providing excellent service to our clients.

PERSONAL PROJECTS

Credit Card Fraud detection system

Jun '23- Present

- The aim of this project is to analyze the credit card transaction data and build an application powered by a machine learning model, which accurately classifies if the transaction is fraudulent or not whenever a customer swipes his/her card.
- Performed an extensive EDA and found many business-driven insights that are useful to deal with the fraudulent transactions.
- Experimented with two different machine learning algorithms (Logistic regression & Random Forest classifier), and found that the model built using **Random Forest classifier** is the best one which identified the fraudulent transactions correctly from the test data with **95% recall score.**

- Performed **Cost-benefit analysis** and found that the trained machine learning model saves the cost of around **$203k per month to the bank, which is nearly 95% of the cost per month.**
- Currently working on deploying this model to a web app.

American Express - Default Prediction

Jun '22- Jul '22

- The given train dataset contains 5 million records of credit card customers. This project aims to create a powerful machine learning model, that accurately predicts If a credit card customer will default in the future. Link to the competition:- https://www.kaggle.com/competitions/amex-default-prediction/overview.
- Cleaned and transformed the data using Python, to make it suitable for analysis.
- Resolved the class imbalance problem by under-sampling the majority class, using the **"NearMiss"** technique. Inspected the numerical columns, and eliminated the outliers.
- Using PCA, the dimensions of the data have been reduced from **194 to 35**, which explains **95%** variance on the trained data.
- Then experimented with the Logistic regression model, which performed well on the validation data with **87% recall score.** This model serves the main aim of identifying the customers who are at the risk of defaulting.

KEY SKILLS

1. Deep Dive Analyses
2. Data Driven Decision-Making
3. Working on complex problems and identify key business trends
4. Data story telling
5. Providing actionable recommendations
6. Senior Leadership skills

TECHNICAL SKILLS

1. Python programming
2. Machine learning with python (Using Scikit learn, Statsmodels, Scipy, Tensorflow and Pytorch).
3. SQL - Azure Databricks, Teradata and Hadoop
4. Statistical Tools
5. Building dashboards using Power BI and Tableau
6. Microsoft Excel
7. Web deployment using Python Flask framework

EDUCATION

MSc in Data Science

Jul '20 - Jun '22

Liverpool John Moores University Liverpool, United Kingdom

Researched on the applications of Data science techniques in the Warehouse management system, and worked on a thesis that proposes a computer vision and Deep learning based methodology (Object detection and tracking using YOLOv5 algorithm) to achieve the warehouse automation.

- Link to view my degree
- Link to view my Thesis work

PG Diploma in Data Science - Specialization in Deep Learning

Jul '20 - Aug '21

International Institute of Information Technology Bangalore Bengaluru, Karnataka, India

Studied various Machine learning and Deep learning algorithms and worked on the following projects as a part of the curriculum:

- Cancer detection using CNNs.
- Image Captioning using Attention based model.
- Telecom churn model
- Link to view my degree