

SACHIN KALRA

Mobile: +91-9958108108

E-Mail: klr.sachin@gmail.com

Expertise in implementation of Advanced analytics, AI & Natural Language Processing using Microsoft Azure, Python & PySpark. Certified Machine Learning & Applied NLP professional from IIT Madras. Master's in Business Analytics from BITS-PILANI. Worked Across borders. Seeking Data Science & Advanced Analytics assignments in Cross Functional Domains. Relevant Experience: 7+ years.

Professional Summary

Almost 7+ years of relevant experience in implementing Machine Learning , Advanced Analytics & Data-science in Financial Services & Professional Services using Microsoft Azure, Python , PySpark , R & SAS.

- Developed AI/ML solutions & Analytical Products by leveraging the latest industry and academic advancements in AI & ML
- AI/ML subject matter expert at Global Product Team at Evalueserve
- Developed & Deployed ML Models on Azure for Global Investment Management Firm by leading Digital marketing services for APAC & EMEA Region
- Built Model Data Management models for Data Governance & Management for Global Merchant Bank based out of US
- Built CRM Go-To-Market strategy basis in-house CRM Capabilities for European region
- Project Management & Team Leading Experience along-side dynamic Individual contributor roles
- Automated data extraction and structuring from PDFs using Fuzzy logic, hybrid NLP models & Python libraries like Tabula, PyTesseract, PdfPlumber, GhostScript
- Worked both Internationally & cross-functionally across borders
- Trained a broader team of colleagues in Data Science

Work History

Evalueserve – Bucharest , Romania

- **April 2022 – Present (Senior Business Analyst)**
- **Working as Team Lead in DA Centre in Bucharest, Romania**
- **Building AI enabled CRM Go-To-Market (GTM) strategy for Europe based clients**
- **Deployment of in-house developed AI – tools for new & on-going engagements**

Evalueserve – Gurgaon, India

- **Jan 2019 – April 2022 - Senior Business Analyst**
- **Lead Data Scientist in Financial Services Data Analytics Vertical**

Polestar Solutions & Services – Noida, India

- **Nov 2017 – Dec 2018**
- **Senior Analysts in Advanced Analytics Department**

Tata Consultancy - Multiple Locations ,India

- **March 2015 – Nov 2017 (Analyst , Designation : Systems Engineer)**

Key Experience

@Evalueserve Romania

| Account | Solution Type | Summary | Tools Used |
|---------------------------|------------------------------|--|---|
| CRM Go-To-market Strategy | AI Based Analytical Products | <ul style="list-style-type: none">Product Co-owner & Built MVP for CRM automated data cleansing & enrichment toolTaking Client Demos and Custom Implementation of QueSense (MVP / Accelerator)InsightFirst Product Team – Improving NLP capabilities w.r.t news categorization and summarization | <ul style="list-style-type: none">Python , PySparkArtificial IntelligenceDeep LearningKeras , Tensorflow 2spaCy, LSTM |

@Evalueserve India

| Account | Solution Type | Summary | Tools Used |
|--|--|--|---|
| Global Investment Management Firm (US) | Digital Marketing & Advanced Analytics | <ul style="list-style-type: none">Customer Segmentation using Multiclass classification & Clustering , Lead ScoringAdvanced Analytical Reports on digital ChannelsInsights and Recommendations generation on Newsletters, Blogs ,Web Articles, and Social Media ChannelsReporting to Global Digital Marketing director and other stakeholders in EMEA, APAC regionCustomer Churn Prediction & Sentiment Analysis on professional as well as social media posts | <ul style="list-style-type: none">Azure – PythonSprinklrGoogle AnalyticsYoutube AnalyticsLinkedIn APIsTableauMS- Excel & PowerPoint |
| US Based Global Merchant Bank | Data Governance & Stewardship services | <ul style="list-style-type: none">Developed & Managed MDM solutionsLead and Managed data governance strategy and best practices for governance for a global merchant bank for actionable data availability in their CRM w.r.t to Contacts, Accounts & Fund RaisingIdentification and de-duplication of datasets, primary records suggestion, Professional Data enrichment | <ul style="list-style-type: none">Python, MS-Excel, DealCloud CRMHybrid NLP ModelsFuzzy Logic |
| Switzerland based Private Equity Client | De-biasing Analytics | <ul style="list-style-type: none">Developed an investment Factor Analysis model for Private Equity client to help identify important variables for successful investmentsProvided statistical range as well for the factorsFramework: Investment Factor Analysis, Model: Hybrid Models : XgBoost, SVM, random Forest, Architecture: Python, R, Excel. | <ul style="list-style-type: none">PythonMS – Excel |
| Switzerland based Private Equity Client | Data Extraction & Restructuring | <ul style="list-style-type: none">Automated data extraction for Quarterly, Yearly Reports from PDFs into a structured database.Automated Address extraction using Python & Google Geocoder – API – further ingested by a PowerBI dashboard | <ul style="list-style-type: none">Python |
| Global Payments & Technology Compnay | Customer Feedback Analytics | <ul style="list-style-type: none">Customer Satisfaction prediction basis score provided in Feedback for B2B ticketsExploratory Data Analysis for B2B Tickets DataB2B tickets forecasting | <ul style="list-style-type: none">PythonKerasMS - PowerPoint |

@Polestar

| Account | Solution Type | Summary | Tools Used |
|-----------------------------|---|--|--|
| Government e-Marketplace | Data Cleansing & Social media analytics | <ul style="list-style-type: none">Cleansing of GeM's newly developed dB & helping platform grow by analyzing Twitter SentimentsProducts orders Forecasting using Ensemble Models | <ul style="list-style-type: none">PythonR programmingEnsemble Models |
| GOI State Electricity Board | Energy Demand Forecasting | <ul style="list-style-type: none">Deputed On-site to Himachal Pradesh Electricity board for requirement gathering for movement of reporting services from SAP to SAS infraEnergy demand forecasting at district level | <ul style="list-style-type: none">KerasEnsemble Models |

@Tata Consultancy Services

| Account | Solution Type | Summary | Tools Used |
|---------------------------------------|---------------------------|--|---|
| ILP | Training | <ul style="list-style-type: none">Trained in Unix & SQL in TCS Guwahati for 3 months | <ul style="list-style-type: none">UnixShell scriptingSQL |
| TCS BaNCS | TCS banking Suite | <ul style="list-style-type: none">Weblogic & J-Boss Server ManagementPart of Deployment Team | <ul style="list-style-type: none">Unix Servers |
| TCS Central Insights & Analytics Team | Analytics & Insights Team | <ul style="list-style-type: none">Trained in Machine Learning from TCS Kochi – 2 monthsWorked on multiple accounts for automated data cleansing using SAS EG, Base SAS and R programmingCredit risk modelling for Experian | <ul style="list-style-type: none">R programmingPythonSAS EM, EG |

Technical Skills

- Tools :** Microsoft Azure, Python, PySpark, R programming, SQL
- Python libraries:** Tensorflow 2, Keras, NLTK, SpaCy, Scikit-learn,
- Text Analytics Algos :** Latent Dirichlet Allocation, VADER, TSVD, NMF
- NLP others:** BOW, TF-IDF, N-gram, Text summarization, document classification, topic modelling
- ML Algorithms :** Statistical Machine Learning, Model optimization, Ensemble models, Linear Models, PCA, LDA, KernelPCA, LSTM, BERT, RNN etc.

Licenses & Certifications

- Certified in Machine Learning by IIT-M 2018
- Certified in Applied Natural Language Processing – IIT-M 2020
- Microsoft Azure Data Scientist (Pursuing)
- White Paper on Leveraging Deep Learning for ESG Research – Published on LinkedIn By Evaluateserve Official Account
- Personal Data Science Blogging on Youtube for Applied AI – Channel Name : ReDirect AI

Education & Personal

- M.Sc in Business Analytics – WILP, BITS PILANI, PILANI from 2017 - 2019 (2.5 yrs)
- B.Tech in Electronics & Communications from MRIU, Faridabad from 2010 - 2014
- 12th : 83.6% ,Gurgaon - 2010 | 10th : 93.8% - School Topper, Gurgaon in 2008
- Date of Birth : 3rd Jan 1992
- Current Address : 1571, Sector 7- Extension, Gurgaon – 122001, India