

Ganesh Santhanam

ganesh-santhanam.github.io

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Experience

• Tata Consultancy Services

Chennai, India

Data Scientist

Jan 2017 - Present

- **Business Finance Prediction Engine:** Developed Revenue, cost and Manpower prediction model with high accuracy. It had high complexity due to 60 different currencies, 600 discrete customers spread across 70 countries worldwide[Spark, Tensorflow, Flask and Python]
- **Bayesian Active learning:** Used Bayesian active learning for early identification of defaulting projects with less labeled samples. Labeling was time consuming and expensive as it involved multiple members of senior leadership.
- **Automated Reporting:** Automated Reporting by employing standardized formats, environment and pipelines. This helped KPI Analysis automation, [Jenkins, Docker, Redis, Flask, Oracle SQL]
- **Automated Pricing Tool:** Led a team to build a simplified, yet elegant pricing solution which uses a predictive model to generate pricing for proposals[Python, Flask]
- **Finding Reference Documents:** Created a tool to easily find reference documents for proposal preparation using NLP and Information Retrieval techniques [Spark, Python]
- **Clustering for Targeted Marketing** Created Customer Segmentation models and user personas for targeted marketing [Python and R]
- **Custom Visualization using Tableau** Implemented real time dashboards using for senior management reporting[Tableau]
- **Led monthly knowledge sharing sessions** Lectured and led a series of monthly discussions regarding AI and Deep learning

• Tata Consultancy Services

Chennai, India

Lead Financial Analyst

Jul 2013 - Dec 2016

- **Senior Management Presentation:** Compile and prepare comprehensive presentations, reports and charts for Senior management for business reviews
- **Business Planning:** Creation of annual business plan based on market growth rates and management targets
- **New Project Financial Planning:** Review pricing and contract documents for new projects
- **Improve Operational Efficiency:** Track and review Customer level operational parameters to highlight inefficiencies and suggest improvement targets
- **Team Management:** Was Responsible for managing a team of 5 analysts
- **Unit Audits:** Organized account/unit level audits to review financial parameters to ensure strategic alignment

• Tata Consultancy Services

Chennai, India

Business Finance Analyst

Aug 2011- Jun 2013

- **Financial Analysis:** Review and analysis of financials for sub Business Unit with USD 1B + yearly revenues
- **Reporting:** Develop detailed spreadsheets to identify trends and develop forecasts..

• Tata Consultancy Services

Chennai, India

Pre-sales solution Engineer

Nov 2010 - Jul 2011

- **Solution Design:** Articulate & architect solutions for Infrastructure management/support by managing the Validation, Qualification, Solution Design and manage win stages of the deal pursuit lifecycle including RFI/RFP/RFQ Responses/Capability Assessments
- **Pursuit Strategy:** Formulating solution strategy, Operations & resource planning, Transition planning, business cases and transformation roadmaps and presentations

Selected Project list (ganesh-santhanam.github.io)

- Active Learning with Bayesian Optimization
- Chatbot using Sequence to Sequence network with attention
- Single Shot detection for object detection
- Bayesian Deep learning with Automatic differentiation variational inference

Education

• Anna University

Chennai, India

Master of Business Administration in Finance and Systems

• Anna University

Chennai, India

Bachelor of Engineering in Electrical and Electronics