

# Pratik Kumar Kale

## AI Solutions Engineer | Strategy — Data & Analytics

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### EXECUTIVE SUMMARY

I help teams build AI-enabled decision systems — reliable platforms, governed data, and fast, useful insights. Outcomes first; lean standards; sleeves-rolled-up execution (LLM/RAG prototypes, shaping SQL models, and performance fixes). 8+ years across data engineering, analytics, and BI with measurable wins in cost, reliability, and adoption.

- Data Platform Architecture
- AI & Analytics Strategy
- Performance & Cost Optimization
- Team Leadership & Mentorship
- Business-Technology Translation

### PROFESSIONAL EXPERIENCE

INFOLOB Hyderabad, India Oct 2024 — Present	
Lead Data Analytics Engineer	Oct 2024 — Present
<ul style="list-style-type: none"><li>Drive analytics engineering and Power BI initiatives; mentor teams and improve platform reliability.</li></ul>	
ITVersity, Inc. Hyderabad, India Jul 2023 — Oct 2024	
Senior Analytics Engineer	Apr 2024 — Oct 2024
<ul style="list-style-type: none"><li>Led enterprise Power BI rollouts (gateway, RLS, native connectors) and API automations for refresh/ops.</li><li>Directed AWS → OCI data lake migration (Cloudera → ADW) with rigorous SQL validation and performance tuning.</li><li>Partnered with DE teams across Glue, OCI DI, ADF, and Airflow; reviewed models and mentored juniors.</li></ul>	
Associate Data Engineer	Jul 2023 — Mar 2024
<ul style="list-style-type: none"><li>Built dashboards and semantic models; implemented AD/RLS and gateway basics for secure access.</li><li>Supported data lake migration tasks and SQL data validation; contributed to refresh optimization.</li><li>Learned CI/CD and Git workflows; documented runbooks and supported stakeholder demos.</li></ul>	
Elevate X Hyderabad, India Dec 2020 — Jun 2023	
Deputy General Manager — Data Analytics Transition	Dec 2020 — Jun 2023
<ul style="list-style-type: none"><li>Led transition from sales to data-driven operations; built Power BI dashboards aligned to business objectives.</li><li>Integrated AD and RLS; trained users on storytelling; optimized performance and governed gateways.</li><li>Career shift: mapped business expectations to technical requirements, bridging sales leadership with analytics engineering.</li><li>Translated KPIs into semantic models and governed datasets; defined metrics and access patterns adopted by business teams.</li><li>Partnered with data engineers to shape pipelines and data contracts, enabling reliable refreshes and trust in numbers.</li><li>Drove adoption via enablement sessions, documentation, and feedback loops — foundation for moving full-time into IT.</li></ul>	
HomeLane Hyderabad, Telangana Jan 2019 — Dec 2020	
Assistant Sales Manager	Aug 2019 — Dec 2020

- Built top-performing unit; sustained ~15% conversion ratio; introduced Excel dashboards for decision support.
- Made Banjara Hills unit #1 PAN-India within four months through pipeline hygiene and coaching.
- Grew sales order book consistently by focusing on qualification, follow-ups, and objection handling.
- Strengthened customer empathy and handover rituals to improve post-sale satisfaction and referrals.

### Field Sales Manager

Jan 2019 — Aug 2019

- Generated ₹1 Cr in a month; led a 20-member team; boosted meeting success 65% → 90%.
- Increased structured channel meetings by ~300% in one quarter; improved discipline and cadence.
- Coached field reps on discovery and solution framing; improved conversion quality and cycle time.
- Recognized as Best Field Sales Manager for consistent goal attainment and team development.

## Amazon India

Jun 2016 — Dec 2018

### Team Lead

Jun 2017 — Dec 2018

- Improved team productivity by ~20% via workflow optimization and coaching; resolved escalations.
- Reduced completion time ~15% by streamlining queues and clarifying SOPs.
- Lifted team morale ~25% with clear goals, recognition, and regular feedback loops.
- Built leadership habits: stakeholder comms, conflict resolution, and bias-for-action under pressure.

### Senior Customer Service Associate

Jun 2016 — May 2017

- Maintained ~95% CSAT; implemented CRM improvements reducing response time by ~20%.
- Handled ~50 inquiries/day within SLAs; analyzed trends to cut repeat issues by ~15%.
- Built empathy and customer-first problem solving; set the base for leadership in later roles.

## PROJECTS

### AWS → OCI Data Lake Migration

[View Project](#)

AI-first cross-cloud migration for multinational FMCG: intelligent data discovery, automated tiered storage optimization, Oracle ADW federation with AI-powered cost optimization. Enterprise Power BI with AI features, gateway/RLS, and intelligent API automations. ~30% lower cost, 99.9% pipeline uptime.

### ITVCMS Platform

[View Project](#)

AI-first training operations platform with intelligent mentor matching, automated content curation, and smart integrations for Udemy and YouTube metadata. Features AI-powered learning path recommendations and automated analytics for training effectiveness.

### Oracle Analytics Server on OCI for Logistics

[View Project](#)

Upgrade journey: OBIEE 10g → OAS on OCI with hardened networking, automated deploys, RCU setup, and catalog migration for a PAN-India logistics firm.

### RAG Chatbot on OCI

[View Project](#)

AI-first multi-lingual RAG chatbot with intelligent vector search, context-aware responses, prompt safety, and comprehensive observability. Features automated sentiment analysis, intent recognition, and continuous learning capabilities for enterprise knowledge management.

### Google Workspace Automations

[View Project](#)

AI-first end-to-end lead pipeline with intelligent lead scoring, automated segmentation, smart routing, automated follow-up scheduling, and intelligent notifications. Features AI-driven lead qualification and automated response generation for enhanced conversion rates.

### Odoo Partnership Implementations

[View Project](#)

Partnered to implement Odoo for multiple customers. Converted business workflows into technical processes, data pipelines, and reporting.

### OCI Data Lake for Pharma

[View Project](#)

AI-first pharmaceutical data lake with intelligent drug development lifecycle monitoring, FDA compliance automation, automated clinical trial analytics, and real-time safety monitoring. Features AI-powered drug efficacy analysis and automated regulatory reporting with Tableau Einstein AI.

**dbt Enablement — BFSI (3-week)**

[View Project](#)

Hands-on enablement for a large BFSI on dbt best practices: Git workflows, tests, lineage, environments, and CI.

**GCP Data Warehouse for Insurance Analytics**

[View Project](#)

AI-first insurance analytics platform with intelligent risk assessment, automated claims modeling, automated fraud detection, and smart customer segmentation. Features AI-powered pricing optimization, real-time risk scoring, and automated regulatory compliance with comprehensive testing framework.

**TECHNICAL SKILLS**

**AI & MACHINE LEARNING**

LLM Integration, RAG (Retrieval-Augmented Generation), Vector Databases, AI/ML Pipelines, Natural Language Processing, Prompt Engineering, AI Model Deployment

**CLOUD & INFRASTRUCTURE**

Oracle Cloud (OCI), AWS, Azure, Linux, Docker, VPC/VCN, IAM, Kubernetes, Serverless Computing

**DATA & ETL**

SQL, Python, Spark, ODI, OCI Data Integration, ADF, dbt, Airflow, Power Query, Data Pipeline Design

**ANALYTICS & BI**

Power BI, Tableau, OAS/OBIEE, Oracle ADW, RAG (PoC), DAX, Semantic Models, Row-Level Security (RLS), Gateway & Subscriptions, Paginated Reports, Performance Tuning, Storytelling & Enablement

**APPLICATIONS & DEVELOPMENT**

Django, FastAPI, React, REST APIs, Apps Script, Git, CI/CD, Microservices Architecture

**DATA WAREHOUSES & DATABASES**

Oracle ADW, Amazon Redshift, PostgreSQL, Vector Databases, NoSQL Databases

**GOVERNANCE & OPERATIONS**

Semantic Models, Row-Level Security (RLS), Gateways & Access Patterns, Data Contracts & Testing, Lineage & Monitoring, Performance & Cost Guardrails, Data Quality Management

**EDUCATION**

**Bachelor of Technology in Computer Science**

JNTU Hyderabad

**LANGUAGES**

English (*Professional*)

Hindi (*Native*)

Telugu (*Conversational*)