

# Krishna Kumar Ajjarapu

Decision Scientist

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[Link to profile](#)

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## EXPERIENCE SUMMARY- MU SIGMA (2014-PRESENT)

- ▶ Close to 3.5 years experience in working with clients across Pharmaceuticals, Weather & BFSI
- ▶ Currently leading 2 teams comprising 12 members to support Analytic functions around *Application anomaly detection & monitoring, Workforce productivity & Marketing (A/B) experiments* for a large Asian BFSI client
- ▶ Lead & Worked as a part of an extended 8 member Data Science team of a large weather firm. Major workstream was to identify the *effect of weather on sales* of various products through means of *Correlation & Decision trees* and evangelize them in the form of Weather triggers to help enterprises reduce media wastage
- ▶ Worked with the BI team of a Fortune 100 Pharma major. Major projects include *Early Warning System* to identify deviating physicians, *Self-Serve Dashboard* for CXOs & supporting the launch of 2 Insulins
- ▶ Designed, developed, operationalized & automated multiple dashboards & reports across clients to serve various business functions
- ▶ Experienced in the areas of Business Intelligence, Decision Analytics, Big data queries & interpretation, Visualization tools, Data & Quantitative analytics, KPI Dashboarding and Research, reports & forecasts
- ▶ Have a good knowledge of Amazon Web Services(AWS)
- ▶ Trained & evaluated over 100 new recruits in SAS, Excel, Design thinking & Problem solving
- ▶ Drove multiple Customer & Business development initiatives- created business worth US\$2M for the company
- ▶ Recipient of 4 Spot awards for going above & beyond in delivering various analyses

## SKILLS

SAS

SQL

Python

Excel+VBA

Spotfire

Excel

PowerPoint

## MY TYPICAL WORKDAY



## EDUCATION

- ▶ Bachelor of Technology in Electronics & Communication Engineering; 2014
  - GITAM University, Visakhapatnam with a CGPA of 7.8

## LANGUAGES

English

Telugu

Hindi

Kannada

## NON-PROFESSIONAL EXPERIENCES & HOBBIES

- ▶ President of 2 student clubs & Co-founded the Entrepreneurship cell in the university
- ▶ Participant of a 15 day long train journey – Jagriti yatra, across the width & breadth of the country with a vision of 'Building India through enterprise'
- ▶ Outside work, Cooking is my passion – a way for me to unfold & de-stress
- ▶ Also into photography & travel, which allows me to rejuvenate myself