

SAI KIRAN PATIRLA

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Education

University of Illinois Urbana Champaign

Master of Science in Information Management

Aug 2023 – Dec 2024

CGPA 3.75/4.0

Indian Institute of Technology Delhi

Master's in Business Administration in General Management

Sep 2020 – Apr 2022

CGPA 3.48/4.0

National Institute of Technology Raipur

Bachelor of Technology in Computer Science and Engineering

Aug 2014 – May 2018

CGPA 3.29/4.0

Technical Skills

Programming Languages: Python, Basics of R, Core Java, C

Databases, Technologies, and Visualization: Large Language Models – OpenAI, Lang Chain, Deep Learning, Natural Language Processing, VectorDB, MySQL, PostgreSQL, Pandas, NumPy, Scikit-learn, PyTorch, Tensorflow, Spacy, JIRA, Asana, Tableau, PowerBI, Domo, Prodly, AWS (S3, Redshift, Lambda, Glue), Microsoft Project, MS Excel, MS PowerPoint

Certifications: Salesforce Agentforce Specialist, IBM Data Science Professional, Google Advanced Data Analytics, Google Project Management, KPMG Lean Six Sigma Green Belt, Databricks Generative AI Fundamentals

Experience

Qualified Inc., San Francisco, Business Systems Consultant

Jan 2025 – Present

- Collaborated cross-functionally with engineering, marketing, and sales teams to enhance AI-driven chatbots, integrating OpenAI's GPT-3 with Qualified bots in Salesforce CRM, improving user engagement by 15% and conversion rates by 10%
- Integrated AI-powered chatbots and performed analytics with Business Intelligence tools like DOMO, Tableau to enable data-driven decision-making and optimize Go-To-Market (GTM) strategies. Participated in agile sprints, stand-ups, and retrospectives, ensuring timely feature delivery and alignment with business objectives by tracking in Asana

Quess Corp Limited, Bangalore, Senior Consultant (Information Technology)

Jun 2022 – Feb 2023

- Led the integration of an internal payroll platform with SAP ERP, managing cross-functional teams to develop scalable ETL pipelines in Python and SQL, reducing payroll processing time by 60%
- Developed an AI-powered email automation system using GPT-3.5, achieving 91.8% accuracy in email prioritization, streamlining workflow efficiency

Wipro Limited, Bangalore, Pre-Sales Consultant (Summer Intern)

Jun 2021 – Aug 2021

- Conducted market research and competitive analysis in the BFSI sector, proposing fraud detection methodologies using graph-based machine learning and behavioral biometrics, projecting potential cost savings of ₹1.25 trillion
- Designed a fraud risk management framework, streamlining processes and delivering strategic risk mitigation approaches, increasing the overall business value of the solution

Dassault Systemes, Bangalore, Supply Network Development Specialist

Jul 2018 – Aug 2020

- Developed supply network solutions using Java, Python, and REST APIs to automate supplier onboarding and optimize data workflows, reducing KPI response times by 20%. Coordinated with global teams to ensure alignment with business objectives and scalable operations
- Created an automated RFQ workflow using Python and RESTful services, reducing manual intervention and improving operational productivity. Applied Agile methodologies and utilized JIRA for project tracking, ensuring on-time delivery aligned with business goals
- Led the implementation of performance monitoring tools using Python, identifying system bottlenecks early, improving system performance by 15%

Projects

- **AI-powered Equity Research Analysis Tool:** Developed an end-to-end solution using LangChain, OpenAI, and Streamlit to automate data extraction from financial news articles, streamlining data retrieval and analysis for equity research analysts and enabling data-driven insights

- **Dangerous Selfie Classification System:** Engineered a system achieving 94% accuracy using CNNs, Random Forests, and SVMs, applying advanced feature engineering and PCA to optimize performance, contributing to innovative safety measures

- **Portfolio Analysis:** Conducted risk evaluations and Sharpe Ratio analysis using Python libraries like Pandas and NumPy, delivering strategic recommendations to maximize risk-adjusted returns

- **COVID-19 Dashboard:** Designed a real-time Power BI dashboard to process datasets and provide data-driven insights for business decision-making. Deployed the dashboard via Power BI Service, enabling collaborative reporting

- **Growth Strategy for Netflix in India:** Led a business consulting case to develop a growth strategy, identifying customer pain points and delivering strategic recommendations for market penetration and expansion