

# 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