

# SANJITH KRISHNA VENKATESH KUMAR

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## EDUCATION

### PURDUE UNIVERSITY

#### *Master of Science in Business Analytics and Information Management*

Teaching Assistant for MGMT 58600 Python Programming, Merit Scholarship Recipient

West Lafayette, IN

Aug 2025

### BIRLA INSTITUTE OF TECHNOLOGY & SCIENCE (BITS), PILANI

#### *Bachelor of Engineering in Chemical Engineering*

Coursework: Probability and Statistics, Advanced Statistical Methods, Numerical Methods in Chemical Engineering

Hyderabad, India

May 2024

## EXPERIENCE

### HIPPOCRATIC AI

#### *AI Agent Deployment Engineer*

Palo Alto, USA

Sep 2025 – Present

- Deployed 15 use cases across 10 healthcare partners in 3 months, processing over 100,000 calls for payor surveys, pre-assessments, intake evaluations, and post-surgery follow-ups.
- Improved response capture rate by 30% on complex calls with 100+ questions through optimization of voice agent form completion workflows.

### THE RECORDXCHANGE

#### *AI Engineering Intern*

Indianapolis, USA

Jun 2025 – Aug 2025

#### *Built an AI-powered transcript reviewer using RAG architecture with AWS Bedrock, Claude, and FAISS, reducing judicial hearing compliance review time from 2 hours to under 5 seconds through automated comparison against legal benchmarks.*

### KEARNEY STUDENT LAB (CAPSTONE PROJECT)

#### *Data Science Consultant*

West Lafayette, IN

Jan 2025 – May 2025

- Developed a predictive ensemble model (XGBoost + Random Forest) achieving 97.3% precision in identifying procurement transactions worth negotiating, enabling strategic vendor prioritization.
- Forecasted monthly procurement spend using Holt-Winters smoothing with a low Mean Absolute Percentage Error (MAPE) of just 8.46%, facilitating proactive financial planning for a global insurance client.
- Designed interactive dashboards and governance frameworks to centralize procurement analytics, driving actionable insights and enhancing decision-making transparency for the global insurance client.

### FINSIRE

#### *Data Scientist*

Chennai, India

Sep 2023 - Aug 2024

- Developed and deployed a valuation model and an extensive database covering all vehicles sold in India (2013-2023), automating collateral value assessment processes and enabled instant collateral-based lending for a fintech platform.
- Built and optimized RestAPI + Flask endpoints to automate price updates for stocks and mutual funds, cutting data refresh time from 2 minutes to 2 seconds per call.
- Developed an NLP-driven bank statement analyzer using Word2Vec and BERT, reaching 65% transaction classification accuracy, approaching the 72% industry benchmark.

## PROJECTS

### Spotify song recommender

Mar 2025 - Jun 2025

- Clustered 1.2M Spotify tracks into listener-driven archetypes, revealing key shifts in music trends and guiding playlist curation.
- Built an XGBoost-based hit predictor (AUC=0.93), optimizing music marketing and discovery processes.
- Deployed a real-time Annoy + FastAPI recommender on Heroku, delivering scalable, instant song recommendations.

### GenAI Instagram Caption Generator

Feb 2025 - Apr 2025

- Built a caption generator using Hugging Face (BLIP) and OpenAI GPT-4 Vision, achieving low-latency responses.
- Deployed scalable FastAPI backend with Docker and Render/Heroku autoscaling, efficiently handling traffic surges.
- Optimized prompt engineering to improve caption relevance and quality, iteratively tuning model inputs based on user feedback.

### Instacart Market Basket Analysis (SQL)

Jan 2025 - Feb 2025

- Engineered analytical SQL queries using advanced techniques (CTEs, window functions, aggregations) on 32M+ transaction records to quantify customer loyalty, churn risk, basket composition, and purchasing behaviors.
- Identified high-loyalty and churn-risk products, segmented customers by reorder habits, and derived actionable insights to inform targeted marketing strategies.

### Data-Driven Capacitance Prediction Study ([Link to Paper](#)), BITS Pilani

Sep 2022 - Dec 2023

- Developed and fine-tuned machine learning models, including Bayesian Ridge Regression, K-Nearest Neighbors ( $R^2$ : 0.928, RMSE: 0.040), and Artificial Neural Networks ( $R^2$ : 0.893, RMSE: 0.049), to accurately predict specific capacitance in Ti3C2-based supercapacitors.

### Optimal Scheduling and Model-Based Control of Chemical Processes, National University of Singapore

Jun 2023 - Dec 2023

- Designed a DLT-based optimization model using Python and MATLAB, employing SLSQP algorithms to improve pulp plant operational efficiency during critical processes such as shutdowns and startups.

## SKILLS

**Programming & Databases:** Python, SQL (MySQL, PostgreSQL), NOSQL (Firebase)

**Python Libraries:** Numpy, Pandas, scikit-learn, XGBoost, PyTorch, TensorFlow/Keras, BERT, Word2Vec, DistilBERT, Annoy, Pyomo, Hugging Face Transformers, OpenAI, Joblib, Selenium, Matplotlib, Seaborn.

**AI/ML & LLM Technologies:** Prompt Engineering, RAG (Retrieval-Augmented Generation), LLM Agents, Model Evaluation & Testing

**Cloud & Deployment:** AWS (S3, EC2), GCP, Docker, Render, Heroku, Git

**Voice & Real-Time AI:** Speech-to-Text, Text-to-Speech, Low-Latency Systems, Voice Agent Orchestration

**Web & APIs:** FastAPI, Flask, REST APIs, HTML/CSS/JS

## LEADERSHIP AND ACHIEVEMENTS

Volunteered with the Digital Equity Foundation to bridge the digital divide, designing and delivering a tech curriculum to 1,500+ low-income students over 10 months; led a team of student volunteers at a partner school, ensuring all 98 students gained hands-on experience with G-suite tools.