

Sarayu Kavali

Project Manager / Program Manager

(AI, ML & Data Science)

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CAREER OBJECTIVE:

To leverage **12 years** of proven project management expertise to lead complex initiatives, drive organizational success, and contribute to strategic growth

WORK EXPERIENCE

- Currently working as **Apprentice Leader/Project Manager/Program Manager/Engagement Manager at Mu-sigma Business Solutions** from **Aug 2022 to Present**
- **Deputy General Manager** at RPA Infotech from May 2021 to Aug 2022
- **Senior Business Analyst** - Client Handling at DataVal Analytics from Dec 2016 to July 2020
- **Account Manager** at Times group from Nov 2015 to Oct 2016
- Business Development & Operations Executive at BITWISE from August 2012 to Nov 2015

SKILLS SET

Project Management/ Program Management, PMP Trained, Client Interactions, Client Engagement, Customer retention, Handling Analytical Projects, Operations, Account Management, Team Management, Teamwork Project Delivery, Product Management, Stakeholder Management, Client Relationship Management, SCRUM, Delivery Management, Engagement Management, Leadership, AI/ML/Data Science Project Management, Senior Management, Business Consulting, Start-up experience, Problem solving, Time Management, Emotional Intelligence

PROFESSIONAL SUMMARY

- Project/Program Management Professional with **12+ years** of experience successfully delivering complex projects across various domains and engaged with clients at the CXO level
- As **Program Manager** have led an engagement for one of the **Pharma firms** for their **commercial operations**
- Managed a team of **5 project managers** and **68 team members**
- Developed and implemented a comprehensive program plan
- Successfully executed **11 projects within budget and on schedule**
- Managed **23 stakeholders, including VP's & CXO's**
- As a **Project Manager** led **Gen AI projects** to generate insights and deliver a product to interact with Public and Private data with prompt engineering to generate quantitative business insights
- Experience working across multiple analytics projects & sub-groups from ideation to implementation and successful delivery
- Expertise in Project management, Account Management, Client Engagements, Project Delivery, People Management
- Client interactions, solution presentations, and employing analytics concepts to comprehend and address client pain point
- Encompass proposing and converting solutions into successful deals, providing regular updates to clients, and ensuring project completion with a collaborative team approach.
- Proficient in client interactions, analytical project management, operations, team management, and project closure.
- Committed to driving organizational success through effective project execution and strategic planning

PROJECTS WORKED ON:

➤ **GEN AI:**

- **Cross Border Pricing for CPG (Agent Based Model):** Leading a team to build a one stop solution with LLM powered agents to provide data points, insights, simulations and recommendations to all the regional managers for their business planning. Non-technical tool to answer business questions with no hassle.
- **Open-Source News Intelligence:** Leading a team on an enterprise AI platform to develop a framework system leveraging Gen AI to interact with Public and Private data with prompt engineering to generate quantitative business insights (Gen AI). Generated knowledge graphs to map out complex relationships and dependencies between entities that are crucial for driving strategic business insights and fostering informed decision making. Also, built a user-friendly chat interface to generate instant insights from the graph

➤ **PHARMA Commercial Operations:** Handled multiple projects as program / engagement manager in the commercial operations space. Managed threads on HCP segmentations, Impact tracking, Sales rep triggers, identifying the right message and the right channel to target the HCP, support on product launch, RWE, dash boarding, visualization across and Orchestration Engine.

➤ **Churn Prediction:** Predictive Analytics Leading B2B company in India with over 1,00,000 mobile PoS devices deployed across the country facing with high customer churn (more than 45%) despite having a high cost of customer acquisition. Analysed three years of disparate datasets (transaction, inventory & customer care) to find patterns related to churn behaviours. Could predict churn with an accuracy of 88%. This enabled the client to initiate retention programs that helped reduce churn by 15%

➤ **Consumption Prediction:** Successfully created 30+ customer segments based on analysis of consumption patterns. This enabled accurate prediction of energy consumption with an accuracy of 95% to optimize energy bidding

➤ **Crop Yield Prediction:** Successfully classified crops to calculate acreage with accuracy of 99% before the harvest season. Built yield prediction models with accuracy for key crops up to 90%.

➤ **Urban Mapping:** Have led a team and developed a pipeline to process satellite images of a metropolitan city to estimate the property area of large commercial buildings with 85% accuracy

➤ **Patent Infringement:** Built a data crawling and analytics pipeline that crawls online sites where imitation products are being sold and reduced manual effort by 60%

➤ **Document Classification:** Developed an integrated solution that automated the process of connecting to the database, parsing the documents, and classifying them with an accuracy of 95%