VENKATRAMAN R

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Summary

Senior Data Scientist with over 5 years of working experience in designing and implementing analytic solutions leveraging artificial intelligence and machine learning algorithms across various industries such as healthcare, retail, financial services and telecommunications.

Experience

Senior Data Specialist
Tellius
Jul 2021 - Present (7 months +)

• Implemented a Patient - Prescriber machine learning model to commercialize a new drug by identifying 30% new opportunities and boosted sales efficacy by beating the baseline for a pharmaceutical client

• Root cause analysis by building automated ML Pipeline to spot disputable rebate dollars from formulary data by cutting down the analysis from three weeks to four days and identified $400K/month disputable rebate dollars for a largest pharmaceutical company

• Designed a solution to recommend the best first action based on unique customer situation by building a best outcome for a claim which impacted them in saving $281K in 2020 by avoiding inspections and repairs for a furniture insurance company

• Lead a team of 3 data scientists throughout short and long-term projects in project planning, development, and execution

Data Scientist
Tellius
May 2019 - Jun 2021 (2 years 2 months)

• Created a shopper insights ML model by automating the manual process with 90% effectiveness rating resulting in multi million dollar revenue growth and marketing impact for a multinational food and beverage company

• Identified the workflow delays and re-work in quality process by using extensive feature engineering and creating segments using machine learning model which helped in optimal project allocation by reducing the weeks of time to hours for pharmaceutical company

• Implemented an alert system on federal supply schedule by building the automated data pipeline which helped the team to stay compliant with government contracts for a largest pharmaceutical company

• Built a ML pipeline to predict due dates bases on historical trends to aid in cash-flow process which helped in tracking the specific states and the TPA's submitting larger than usual re-submissions for a largest pharmaceutical company

Big Data Developer
KATERRA
Apr 2017 - Apr 2019 (2 years 1 month)
• Implemented a deep learning model to build the optimal layout for the parcels by extracting the individual objects like trees, roads, buildings from the satellite images which helped to cut down the cost for acquiring planners

• Collaborated with product managers to perform cohort analysis that identified an opportunity to reduce pricing by 22% for a segment of users to boost yearly revenue by $730K

• Developed root cause reports to address problems with customer conversions, successfully revealing insights that boosted conversions by 32%

• Worked with clients to understand business needs and translate those needs into actionable reports in Tableau, saving 16 hours of manual work each week

Big Data Developer
KATERRA
Jul 2016 - Apr 2017 (10 months)
Built a customer attrition random forest model that improved monthly retention by 12 basis points for clients likely to opt-out by providing relevant product features for largest VOD company in middle east

Education

Vellore Institute of Technology
Masters, Computer Science; Big Data Analytics

Anna University
Bachelors, Information Technology

Skills

Python (Programming Language) • Machine Learning • Artificial Intelligence (AI) • SQL • Data Visualization • Storytelling • Data Analysis • Apache Spark • Deep Learning

Honors & Awards

kaggle **Top 8% in Santander customer satisfaction** - Kaggle
May 2016
Achieved top 8% by implementing ML Model to identify customer satisfaction with banking experience