

VENKATRAMAN R

Senior Data Scientist

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01 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.

02 WORK EXPERIENCE

07/2021 — Present

Senior Data Scientist at Tellius

Bengaluru

- 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

05/2019 — 06/2021

Data Scientist at Tellius

Bengaluru

- 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

05/2017 — 04/2019

Big Data Developer at Katterra

Bengaluru

- 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

07/2016 — 04/2017

Big Data Developer Intern at Katterra

Bengaluru

- 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

03 SKILLS

Python (Numpy, Pandas, Scikit-learn, Flask)

SQL, MySQL

Tensorflow, Keras

AWS, Heroku

Machine Learning, Deep Learning

Data Visualization , EDA

RASA, NLP

04 EDUCATION

Jul 2015 — Apr 2017

VIT University

Chennai

Masters in Computer Science Specialization in Big Data Analytics

Aug 2011 — May 2015

Anna University

Chennai

Bachelors in Information Technology

05 PROJECTS

May 2016 — May 2016

Santander Customer Satisfaction

Chennai

- Achieved top 8% by implementing ML Model to identify customer satisfaction with banking experience