

Vishwanath Guruvayur

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EDUCATION

University of Virginia

Master of Science in Data Science

Charlottesville, VA

2024 – 2025

Birla Institute of Technology & Science, Pilani (BITS Pilani)

Bachelor of Engineering in Mechanical Engineering, Minor in Data Science | CGPA: 8.83/10

Hyderabad, India

2018 – 2022

SKILLS

Programming Languages: Python, R, SQL, C/C++, MATLAB, Julia

Machine Learning: PyTorch, Keras, TensorFlow, Random Forests, FP-Growth

Data & BI Tools: Azure DataBricks, MS Excel, PowerBI, SPSS

EXPERIENCE

Piramal Critical Care (PCC)

Data Science Lead

Bethlehem, PA (Remote)

Jan. 2022 – Jun. 2024

- **Lead the Data Science & Analytics Team** to drive business growth by integrating data-driven strategies across Supply Chain, Demand Planning, Finance, and Sales Operations.
- Implemented multiple **Smart Automation Frameworks**, increasing data accuracy and reducing manual reporting work by **60%** through end-to-end automation and advanced visualizations.
- Leveraged **Descriptive & Predictive Analytics** in various projects to uncover patterns using past sales and supply chain trends using ML techniques to forecast Market Share and prevent Material Stock-outs.

Piramal - Consumer Product Division (CPD)

Data Science Intern

Mumbai, India

Jul. 2021 – Dec. 2021

- Developed a **Sales Recommendation Engine** using the FP-Growth Algorithm, optimizing product reach for over 300,000 retailers across India. Implemented a tracking system to refine the recommendations resulting in **15% Market Growth**.
- Created an Ensemble Predictive Model of Random Forest and Logistic Regression to predict Sales Officer's Attrition. Worked with the HR Team to create a feedback mechanism, which improved prediction accuracy and retention by **20%**.

PROJECTS

Piramal Sales Market Share & Growth Analytics

Machine Learning, Analytics | Finance & Sales

Piramal Critical Care

Jun. 2023 - Dec. 2023

- Developed market share and growth analytics for the injectable pain market, utilizing advanced statistical metrics to classify markets by competitiveness, growth, and portfolio diversity, driving key long-term business decisions.

Inventory Management Analytics & Forecasting

Machine Learning, Analytics | Supply Chain & Finance

Piramal Critical Care

Jan. 2023 - Jun. 2023

- Built an inventory forecasting model incorporating scenario planning and demand forecasting techniques, reducing provisional write-offs by optimizing inventory management for aging and expiring stock categories

Sentiment Analysis Modelling of Employee's Feedback Texts

Natural Language Processing | Human Resources

Piramal CPD

Oct. 2021 - Dec. 2022

- Built an ensemble NLP model using VADER Sentiment and TextBlob to analyse the key areas of development for employees and assign appropriate development plans based on the sentiment theme captured

Emotion Recognition using Genetic Algorithm

Artificial Intelligence, Computer Vision | Artificial Intelligence Course

BITS Pilani

Jan 2021 - Jun 2021

- Worked on implementing the Genetic Algorithm to identify the emotion of a masked face from a set of emotions using the OpenFace Toolkit for facial landmark detection.

Live Obstacle Tracking for Robotic Reinforcement Learning Systems

Artificial Intelligence | Applied AI in Robotics Project

BITS Pilani

Aug 2020 - Dec 2020

- Developed a live interpretation of the robotics visual perception with optimal detection of obstacles with the knowledge of the obstacle velocity and acceleration using OpenCV and Gazebo Simulator.