RAMAKRISHNAN N T

ACADEMIC QUALIFICATIONS

Year	Degree /Board	University /Institution	%/CGPA
2025*	Post Graduate Diploma in Business Analytics	IIM Calcutta, IIT Kharagpur, ISI Kolkata	-
2022	B.Tech Chemical Engineering	IIT Gandhinagar	8.53/10
2017	CLASS XII	Maharishi Vidya Mandir	95.6 %
2015	CLASS X	Maharishi Vidya Mandir	10/10

KEY SKILLS/TOOLS Problem Solving, Machine Learning, Statistical Inference, Detail Oriented, Python, SQL, Power BI, Excel

WORK EXPERIENCE (12 Months)

ICICI Bank Ltd — **Management Trainee** — **Mumbai (Jun '22 - Jun '23)**

Enhancing Money Retention Strategies	■ Utilized past warehouse **transaction data** to implement **lead generation** for fund retention within the bank ■ Leveraged the **Jaccard similarity index** to engage in superior **name-matching** for **High-net-worth** clients ■ Conducted a **UAT** over the pipeline from data warehouse to **CRM** to ensure proper lead creation for the sales ■ Acquired **480** big clients in a year, **540 Mn** lift in account **balance** (MAB) and **39k** lift in throughput **volume**
Refined Customer Classification	■ Led product **profitability** tracking campaign by implementing client categorization **framework** on products ■ Prepared standardized **MIS reports**, recommended actionable **insights**, and guided its automation process ■ Developed **Power BI** dashboards for sales management's client portfolio, conducted **20hrs** of online sessions ■ Improved the MAB by **270 Mn** and saved **361 man-hours**/month in tracking products; earned **3.4Mn** of **NII**

AWARDS AND ACHIEVEMENTS

Achievements	■ Featured on **Dean's List** for academic excellence in Sem 3 and 6 at IITGN and received letters of appreciation
Competitions	■ National Finalist **(9 out of 940)** in **IDB Analytics 3.0**, a **data visualization** case competition by **IIM Calcutta** ■ National Finalist **(7 out of 400)** in **Spark Tank**, a data science case competition hosted by **IIM Rohtak** in '24
Certifications	■ Completed "**SQL for Data Science**" from **UCD** on Coursera & "Complete **Data Science** Bootcamp" on Udemy ■ Completed four courses of the "**Strategic Management**" specialization offered by **UCIC** through Coursera

ACADEMIC PROJECTS

Car Price Prediction (Regression)	■ Conducted Regression analysis to estimate car price using **1500+** data points with **OLS** and **Regularization** ■ Handled **Multicollinearity** using **VIF**, & **heteroscedasticity** through log-transform, & removed the **outliers** ■ Analyzed the **correlation of residuals** and their **Q-Q** plot to validate necessary assumptions, and fitted **PCR** ■ Obtained an R^2 of **0.597** using baseline MLR, & improved it to **0.716 (up by 20%)** with the **Ridge** technique
Human Disease Prediction (Classification)	■ Built a **symptoms-based** disease prediction system on **5000** records, & deployed the model using **StreamLit** ■ Framed a **Business Model Canvas** to highlight the system's **value proposition**, and **key activities** involved ■ Employed **Chi-square** feature selection technique; fitted decision trees, & **random forest** with GridSearchCV ■ Exploited **XGBoost**, analyzed the **confusion matrix**, **ROC**, & got **94% accuracy**, and **AUC~1** for most classes
Retail Sales Forecast (Time Series)	■ Employed **SARIMA** to forecast the next **30 months** of used-cars sales in the US using **15 years** of past data ■ **Decomposed** the series, identified annual seasonality, & applied seasonal **differencing** to attain stationarity ■ Checked for **stationarity** (**ADF test**) and investigated **ACF** & **PACF** plots to develop a set of possible solutions ■ Used **AIC**, **BIC**, **Ljung-Box** statistics (verify auto correlations) & identified an optimal model with **MAPE ~3%**
News Sentiment Detection (NLP)	■ Proposed a model to recognize the **sentiment** of **5000** annotated **financial** texts; started with EDA on data ■ Pre-processing the corpus using the **NLTK library**: **Tokenization**, **stop word** removal, and **Lemmatization** ■ Encoded the data using **Word2vec**; used **SMOTE** to address class imbalance; executed Bi-**RNN** and Bi-**LSTM** ■ Implemented **BERT**, to achieve best overall **accuracy** of **86% (45% up)**, weighted **average F1** score of **0.84**

ADDITIONAL PROJECTS

Defect Quality Analysis (Deep Learning)	■ Trained a CNN model to classify defects present in **4000** images; undertook **augmentation** & **normalization** ■ **Transfer learning** from pre-trained **VGG-16** architecture with Adam optimizer, obtained **accuracy** of **94%** ■ **Fine-tuned** the existing model with additional layers and got a test **accuracy** of **96%** & **overall F1-score ~1**
Online Consumer Segmentation (Clustering)	■ Worked with **K-means** to identify customer clusters in Hunter's e-commerce **sales data** having **12 features** ■ Detected outliers using **box-plot** and **imputed** missing values with mean; did **PCA** for **feature engineering** ■ Leveraged the **Elbow method** to determine four customer segments & achieved a **Silhouette score** of **0.55**
Recommendation System	■ Developed a **Content-based** recommendation model on **articles**; applied standard **text-cleaning** processes ■ Vectorized using **tf–idf**; used **Nearest Neighbors**; invoked **Cosine similarity** & got a **diversity score** of **0.78**

POSITIONS OF RESPONSIBILITY & EXTRA CURRICULARS

Magazine Editor	■ Curated & **edited** content for the college's 'Torque' magazine, & managed its dynamic **social media** presence
Public Relations	■ Created visually **engaging content** for **Media & Public** Relations Cell, highlighting significant college events

ELECTIVES : Deep Learning, Econometrics , Leading Teams | **INTERESTS : Creative Writing, Cricket**