



Achintya Gupta

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Summary

Impact-driven data science & people leader across BFSI, Pharma & Energy, having spent 7.5+ years translating strategic problems at McKinsey & Co. and high growth AI startups - into deployed AI/ML solutions. Proven track record of leveraging data science, optimization & cross-functional team leadership to work with CXOs on use cases delivering \$500M+ in impact.

Professional Experience

Principal Data Scientist | Akaike | Bengaluru

- **Established and led a 3-member consulting vertical**, designing the end-to-end engagement framework and securing the first client win - a Pharma Next Best Action study which brought in **~\$250K revenue**.
- **Managed a 12-member** (including indirect reportees) cross-functional data science team (5 tiers), running regular retros for team health checks and monthly 1:1s for bidirectional feedback and junior talent development.
- Overhauled the DS hiring process cutting hiring **TAT from 8-10 weeks to 3-5 weeks**, through unified evaluation frameworks, structured round formats etc. Revamped performance reviews from a two-way model **to a structured 360-degree system** - building a custom rating normalization model across Cultural, Technical, Growth, and Leadership dimensions - reducing review complaints and democratizing feedback beyond the reporting manager.
- Built and institutionalized an assetization framework, producing 4 standardized artifacts per project - codebase, whitepaper, executive deck & video demo - successfully assetizing **10+ projects**.
- Pitched and delivered a Cross Channel Next Best Action system for a pharma client; Worked as Engagement Manager cum Principal Data Scientist - architecting a 12-component prescriptive ML system that drove **\$20M/disease area/annum/region** impact across top 3 brands, validated through retrospective A/B testing.
- Led delivery of Market Basket-based medical code extractor as its Engagement Manager - augmenting a ~3 person, month-long manual process with an automated pipeline, achieving **80% OPEX reduction and ~90% team adoption**.
- Led demand forecasting solution design for an Indian QSR startup which drove **20% topline growth and 45% reduction** in perishable raw material wastage; managed end-to-end client engagement as team lead and thought leader.
- Led HSI-based object detection for a client in Defense sector - directing model design and annotation for 4-5GB hyperspectral satellite imagery, coaching the team on specialized CV methodologies uncommon in standard workflows.

Sr. Analyst, Expert Consulting | McKinsey & Co. | Gurugram

- **Led end-to-end credit risk models** development for two business lines - Secured & Unsecured for an Indian NBFC **driving 40%+ GINI improvement** over existing models and **85% reduction in application decisioning TAT**.
- Built PySlice - an internal Credit Risk Modelling accelerator cutting first-cut model development from **3 months to 1 week**, with an additional data synthesizer module extending its utility **across 10+ banking client engagements**.
- Led Anode Tracking system for an aluminium smelter across Dubai & Abu Dhabi - coordinating camera setup, data pipelines, and annotation, building a multi-stage CV pipeline achieving **92% anode tracking rate**.
- Led Fleet Optimization for an Oil & Gas major in South America - formulating a LP-based allocation model with Monte Carlo sensitivity analysis, driving **~\$30M OPEX reduction**; was deployed to Malaysia for client capacity building and **authored a whitepaper** which was eventually used as a foundation for an internal firm asset.
- Led demand forecasting for an Oil & Gas major's polyethylene business - designing a **spatio-temporal model** that predicted end-product demand across hundreds of SKUs to optimize working capital, while managing SteerCo communications and **leading a 2-member on-ground team** within a broader 8-member engagement.
- Built a **Total Commercial Spend Optimization (TCSO)** prescriptive ML model for an Indian Lifesciences major - layering an optimization routine over an MMM model (AdStock, Hill Saturation, Bayesian tuning) across Linear Regression and GAM archetypes, with a **post-engagement whitepaper** repurposed as a firm-wide asset.

Data Scientist | Roadzen | New Delhi

- Built a **custom OCR system** - reducing inspector form-filling time and driving **~400% throughput increase**.
- Designed a human-mimicking KV- extraction framework for **200+ policy document layouts** - building a config-driven, end-to-end PDF processing engine capable of extracting key-value pairs in **seconds per document**.
- Built an internal DL classification accelerator - cutting first-cut model experimentation **TAT by 85%**.
- Led and streamlined the annotation pipeline, coordinating a **12-member annotation team for ground truth labelling**.

AI Engineer | Nissan Digital | Trivandrum

- Led demand forecasting for **9 car models** across NNA and Japan, **reducing MAPE from 34% to 8% driving 8% inventory cost reduction (~\$100M savings)**.
- Led end-to-end deployment of a CV-based corrosion detection system on the factory floor - from camera setup and annotation to training deep learning models - **doubling inspection throughput and significantly improving quality**.
- Built a kiosk-based car **recommendation engine (Recall@10: 63%)** - architecting a neural network for rank-ordered model recommendations with a custom de-clustering algorithm for granular outputs, integrated into the customer-facing kiosk in collaboration with UX/UI, Data Engineering, and Software Engineering teams.
- Led the development of **predictive maintenance system** - streaming accelerometer data via Raspberry Pi to cloud, building a density-based anomaly detection model with real-time mobile alerts, reducing **overhaul incidences by ~40%**.
- Represented Data Science CoE at conferences and university visits, **strengthening talent pipeline and employer brand**.

Education

Bachelor's of Technology (Electrical Engineering) – Jamia Millia Islamia, New Delhi | India

Accomplishments and Awards

- Promoted from Fellow to Sr. Analyst within 1 year of joining McKinsey (Joining: Jan'22, Promoted in Dec'22).
- Gave a 5 hour conference talk on time series forecasting at GIDS, 2020 titled "Little Data, Huge Expectations".
- Created two open-source libraries
 - *swtLOC*: A python Implementation of Stroke Width Transform algorithm from Microsoft Research, Detecting Text in Natural Scenes with Stroke Width Transform, 2010.
 - *tsEuler*: A python Library for time series analysis dashboard.

License & Certifications

- 1) Post Graduate Diploma in Applied Statistics, IGNOU, 2021
- 2) Deep Learning Specialization, Deeplearning.ai, 2019
- 3) Machine Learning, Stanford, 2019
- 4) Mathematics for Machine Learning, Imperial College, 2019
- 5) Qiskit Global Summer School on Quantum Machine Learning, IBM, 2021

Co/Extra-curricular

- Successfully trekked to Everest Base Camp (5364 mt) in December'23 and Summitted Kala Patthar (5700 mt) in December'23.