



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** and secured first client win which brought **~\$250K in revenue**.
- Pitched & delivered cross channel next best action ML system to pharma client; impact of **~\$20M** each across top 3 brands.
- Led delivery of claim code extractor as its Engagement Manager; **~80% OPEX reduction** and **~90% team adoption**.
- Led demand forecasting for a QSR startup as its Engagement Manager; **20% topline growth** and **45% waste reduction**;
- **Managed a 12-member** cross-functional data science team (5 tiers) which included retros, 1:1s' and jr. talent development.
- Overhauled DS hiring process bringing hiring **TAT from ~10 weeks to ~3 weeks** through unified evaluation framework.
- Revamped two-way performance review to **360-degree review system**, democratizing feedback beyond reporting manager.
- **Built and institutionalized an assetization (IP) framework**; accelerating client deployments through **10+ assets**.
- Led HSI-based object detection for a Defense client, coaching the team on specialized CV methodologies and workflows.

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

- **Led credit risk models** for Banks and NBFC majors resulting in **40%+ GINI** and **~85% reduction** in decisioning TAT.
- *PySlice*: Built credit risk modelling accelerator, cutting model development TAT from **3mo to 1wk** across **10+ engagements**.
- Led multi-stage computer vision system for tracking anodes at aluminium smelter in Middle East achieving **92% track rate**.
- *FinX*: Spearheaded **transaction analytics** accelerator (**accuracy of ~95%**); deployed in fraud detection use case downstream.
- Led Fleet Optimization at an Oil & Gas major in South America - formulating a LP-based allocation model with Monte Carlo sensitivity analysis; resulting in **~\$30M OPEX reduction**; was deployed to Malaysia for client capacity building.
- Led demand forecasting for an Oil & Gas major's polyethylene business, designing a **spatio-temporal model**, while managing SteerCo communications and **leading a 2-member on-ground team** within a broader 8-member engagement.
- Built **Total Commercial Spend Optimisation**, a prescriptive ML model for an Indian Lifesciences major; and 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 significantly driving **~300% throughput increase**.
- Designed a KV- extraction framework for **200+ policy types** capable of extracting KV 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 & Japan driving **8% inventory cost reduction** (**~\$100M savings**).
- Led end-to-end deployment of a CV-based corrosion detection system on the factory floor **doubling inspection throughput**.
- Built a kiosk-based car **recommendation engine (Recall@10: 63%)** with a custom de-clustering algorithm for granular outputs, integrated into the customer-facing kiosk in collaboration with UX/UI, Data Engineering teams etc.
- Led the development of **predictive maintenance system** reducing **overhaul incidences by ~40%**.
- Represented Data Science CoE at conferences and university visits, **strengthening talent pipeline and employer brand**.

Education

- **Bachelors' 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, whereas typical promotions happen in 2 years.
- Gave a 5 hour conference talk on time series forecasting at GIDS, 2020 titled "Little Data, Huge Expectations".
- Published two open-source libraries - *swtLOC* (*natural text detection*) & *tsEuler* (*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) Qiskit Global Summer School on Quantum Machine Learning, IBM, 2021

Co/Extra-curricular

- Successfully trekked to Everest Base Camp (5364 mt) in Dec'23 and Summited Kala Patthar (5700 mt) in Dec'23.
- Won various district swimming and badminton tournaments between 2006-2010; I continue to play competitively.