

# PINNI VENKATA ABHIRAM

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## EDUCATION

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**BTech CSE with AI and ML**  
Vellore Institute of Technology, Chennai

2020 - 2024  
CGPA : 8.78

## EXPERIENCE

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**Associate Data Analyst**  
Novartis Healthcare

July 2024 - Present  
Hyderabad , IN

- Driving analytics for **Pelacarsen launch** by defining **target HCO/HCP universe**, **optimizing field force structure and costs**, analyzing patient and market dynamics to inform **go-to-market strategy and commercial planning**.
- Proactively addressed absence of pediatric classification in MDM/IQVIA data by designing a **multi-source data validation framework** integrating CRM inputs, external APIs, and NLP-based classification to identify pediatric vs non-pediatric HCP addresses; **classified 90%** of previously unknown records, **improved targeting coverage by 75%**, and **mitigated \$10M regulatory risk while saving \$100K in vendor costs**.
- Partnered on **ZAIDYN Field Deployment implementation**, migrating from legacy systems and aligning US stakeholders with ZS Associates; owned KPI & metric design, business requirement translation, system integration, testing, and data validation, enabling platform adoption and performance tracking while delivering **\$300K annual cost savings** through TechOps transition in-house.

**Data Science Intern**  
Vivriti Capital Pvt. Ltd.

Jan 2024 - July 2024  
Bangalore , IN

- Built an **end-to-end pipeline** to extract and analyze **10,000+ credit reports** sourced from **CRISIL, ICRA, CARE Ratings, and India Ratings** applied NLP to **extract P&L items, credit ratings, and key financial metrics** into standardized summaries, enabling stakeholders to screen companies for valid investment leads at a scale previously infeasible through manual review.
- Developed an ML-powered **KYC verification solution** combining biometric matching between live customer photos and government IDs with **OCR-based extraction and cross-validation** of portal-entered data against PAN card information, **automating identity checks** for lending workflows.

## SKILLS

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<b>Languages</b>	Python, C++, SQL, JavaScript.
<b>Frameworks &amp; Libraries</b>	TensorFlow, Keras, PyTorch, Scikit-learn, Hugging Face Transformers, PySpark, Docker, PowerBI, Salesforce, Snowflake.
<b>Databases</b>	MySQL, PostgreSQL, FAISS, DataIKU DSS, Alteryx.
<b>Technical Skills</b>	Data Structures & Algorithms, OOP, Machine Learning, Deep Learning, NLP, Computer Vision, Statistical Modeling.
<b>Soft Skills</b>	Problem-Solving, Communication, Teamwork, Leadership, Planning.
<b>Business &amp; Strategy</b>	Business Partnering & Stakeholder Management, Business Requirement Structuring & Solution Design, KPI-driven Decision Making.

## PROJECTS

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**Multilingual Bixby Capsule (Samsung R&D)** — Led project design and integrated the NLLB model (hosted via Docker + Hugging Face) into a Bixby capsule for auto-detection and translation across 200+ languages with 98% accuracy; first author on findings published on [arXiv](#).

**Neurosymbolic AI: Beyond LLM-to-Solver Pipelines** — Co-authored position paper showing translation, not symbolic inference, is the bottleneck in LLM+solver systems; evidence from an 85-paper review, multi-scale probing of GPT-2 and DistilBERT, and Phi-2/Qwen2.5-3B benchmarks on FOLIO with Z3.

**CLIP-to-EdgeNeXt Semantic Distillation for On-Device Crop Disease Detection** — Distilled CLIP ViT-B/16 into EdgeNeXt-XX-Small (~66× compression) using a 3-stage curriculum and a text-prototype-anchored distillation loss across 38 disease classes.