

# Abhi Akkaraju

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(510) 648-4773 | Los Angeles, CA | US Citizen

## PRODUCT MANAGER / DATA SCIENTIST

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Highly adaptable Data Scientist / Business Analyst and MS Business Analytics candidate at UCLA Anderson. Three years of data science experience in the tech industry through the Sales AI team at Cisco Systems. Transitioned into a product manager / data strategy role over my time at Cisco, bringing a cross-functional background to analytics. Pursuing Product Manager roles within the analytics and technology industries.

## EDUCATION

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### UCLA ANDERSON SCHOOL OF MANAGEMENT

Los Angeles, CA

#### *Master of Science in Business Analytics (MSBA)*

Expected Dec 2023

- Healthcare Analytics, Business Fundamentals for Analytics, Machine Learning, Data Management

### THE OHIO STATE UNIVERSITY

Columbus, OH

#### *B.S.B.A in Management Information Systems (MIS) Minor in Business Analytics*

May 2019

- Python for Data Science, Databases: SQL, Predictive Analytics, Business Analytics, Business Statistics
- Ohio State Fisher School of Business: Dean's List

## TECHNICAL SKILLS

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**Languages:** SQL, Python, R, Java

**Software:** Jupyter Notebooks, Tableau, Snowflake, Jira, Google Cloud Platform, Excel

**Analysis and Modeling:** Data Strategy, Predictive Models, Time Series Analysis, Statistical Regression

## PROFESSIONAL EXPERIENCE

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### CISCO SYSTEMS

San Jose, CA

#### *Data Scientist, Sales AI*

Aug 2019 - Aug 2022

- **ML Insights (Product Management and Data Science):**
  - Created a suite of features called ML Insights with a team dedicated to creating and implementing innovative ideas into our sales portals
  - Spearheaded the efforts on 2 major features known as Customer Similarity and Competitive Insights
  - Developed a k-means clustering algorithm to bucketize our target customers based on their product purchasing data and company attributes
  - Initiated negotiations with external data vendors such as HG Data and Bombora to gather important data elements (company stock data, company size attributes) and incorporated them into our predictive models
  - Implemented these features across Cisco's sales portals (Salesforce, CLaiR, Snowflake) and conducted stakeholder interviews to understand the salesperson's perspective and strive for continuous improvement
  - ML Insights garnered positive feedback from upper management while also improving the average feedback score of users by ~30%, becoming an essential piece of our data pipeline
- **CLaiR (Customer Lens for AI Recommendations):**
  - Initiated a new sales portal that could help facilitate the direct interaction between the Cisco Data & Analytics organization and salespeople
  - Brainstormed data strategy and created new feature ideas that were displayed in CLaiR such as customer maturity level, customer technology stack rankings, and customer specific recommendations
  - Conducted strenuous product research on a plethora of Cisco product suites to help design a CLaiR portal that would be user friendly and frictionless for our salespeople
  - Built regression models for our recommendation engine with Python using Cisco product data and historical customer purchase data to output product/product suite recommendations for customers
  - Functioned as a Scrum Leader for the team and utilized Jira to conduct daily stand up meetings
  - Expanded CLaiR as a major data platform and gathered ~10,000 sellers and account managers as users

## ADDITIONAL

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- Fluent in English, Telugu, Spanish
- Animal Shelter / Homeless Shelter Volunteer
- Basketball and Tennis Enthusiast, Taekwondo Black Belt