

SAIKIRAN ANDEY

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SUMMARY

Data scientist with 6+ years across commercial/GTM analytics and healthcare real-world evidence, specializing in causal inference (propensity-score methods, inverse probability weighting, g-computation, doubly robust estimation) and experimental design. Currently lead revenue-intelligence analytics for a global B2B sales organization: defining key metrics, building measurement frameworks and core reporting, and embedding AI into the analytics stack. Python, SQL, Tableau; MS in Business Analytics.

SKILLS

Programming & Tools: Python (pandas, statsmodels, scikit-learn), SQL, SAS, R, Tableau, Power BI, Databricks, Salesforce, Git

Causal Inference & Statistics: Experimental design, A/B testing, hypothesis testing, propensity scores, inverse probability of treatment weighting (IPTW), g-computation, doubly robust (AIPW) estimation, survival analysis (Kaplan-Meier, Cox, Fine-Gray competing risks), time-series forecasting

GTM & Commercial Analytics: Metric definition & measurement frameworks, sales & revenue reporting, anomaly detection & root-cause analysis, forecasting, funnel & pipeline analytics

Generative AI: LLM applications, retrieval-augmented generation (RAG), prompt engineering, LangChain, vector databases, hallucination detection

Certifications: Claude Certified Architect, Foundations (CCA-F), issued by Anthropic (2026)

EXPERIENCE

LatentView Analytics, San Francisco Bay Area

May 2025 – Present

Operations Research Analyst, Revenue Intelligence (consulting engagements at Veeam Software, Adobe, and Intuit)

- Define key metrics and build measurement frameworks and core reporting for a global B2B sales organization, leading the modernization of Revenue Intelligence reporting: migrating reporting off legacy Salesforce and rebuilding 15+ Tableau dashboards with zero KPI disruption through the cutover.
- Partner daily with stakeholders across 6+ sales and business segments, presenting analyses and recommendations to technical and non-technical audiences up to C-suite; coordinate an offshore analyst team and author playbooks that standardize analytical problem-solving across engagements.
- Embed AI into sales analytics (natural-language querying, automated insight summaries, anomaly detection, and forecasting inside Tableau dashboards), cutting stakeholder analysis and meeting-prep time by ~10 hours/week.
- Build and orchestrate end-to-end Databricks pipelines (ingestion, transformation, delivery) behind the reporting layer, processing 2M+ records at 99%+ refresh reliability and establishing foundational data practices for the analytics stack.
- Designed and ran controlled experiments (A/B tests) on App Store product-page creative: split audiences into segments, measured download conversion by screenshot variant, and delivered continuous readouts that drove the team's creative-selection decisions.
- Architected a retrieval-augmented generation (RAG) system over 10K+ weekly call transcripts with a persistent-context layer, reducing meeting-preparation time by ~8 hours/week.
- Investigate anomalies via structured root-cause analysis; built entity-resolution pipelines across 1M+ records, improving matching accuracy by 30%.

Chryselys, Hyderabad, India

Nov 2022 – Aug 2023

Senior Analyst, Business Analytics

- Built a patient-journey measurement framework tracing 10 key healthcare encounters around each therapy administration on integrated client and IQVIA claims data, surfacing referral patterns and adoption drivers that guided client field strategy.
- Improved identification of healthcare providers and organizations specializing in Prostate Radioligand Therapy via web scraping and fuzzy-logic matching, increasing NPI mapping accuracy by 60%.
- Presented weekly insight readouts on patient trends, therapy adoption, and provider networks to client stakeholders; co-authored a patient-journey research paper presented at the PMSA Annual Conference 2023.

ZS Associates, Pune, India

Mar 2022 – Nov 2022

Decision Analytics Associate Consultant

- Streamlined commercial data aggregation for sales insights, enabling Key Opinion Leader (KOL) targeting that contributed to a 15% increase in Ozempic prescriptions in Q2 2022.
- Established Salesforce data-governance processes and built Python/VBA automation workflows, eliminating manual data errors and saving 12 hours per associate weekly; coordinated a team of 5 associates for on-time delivery of analytics projects.

Mu Sigma, Bengaluru, India

Jan 2019 – Mar 2022

Decision Scientist

- Reproduced randomized clinical-trial outcomes from observational real-world data in a melanoma reverse-engineering study, validating RWE causal methods against experimental results.
- Designed and executed hypothesis tests and two-arm comparative analyses of oncology treatment cohorts (the same inferential framework as A/B testing, applied to observational data) for Real-World Evidence (RWE) studies supporting regulatory submissions and FDA label-extension protocols.
- Built survival models (Kaplan-Meier curves, Cox proportional-hazards regression stratified by clinical and demographic variables) comparing on-label vs. off-label treatment outcomes on Flatiron oncology data; identified patient cohorts from Dx/Rx codes.
- Automated patient-pool extraction, cost, incidence/prevalence, and survival-modeling workflows in Python and SAS, saving 1+ workday per project; earned Spot Award and Impact Award (2021).

INDEPENDENT PROJECTS

HEOR Studio: open-source causal-inference code generator, github.com/andey0Saikiran/heor-studio **2026**

- Built a protocol-to-code engine that turns observational-study protocols into SAS and SQL implementing propensity-score estimation, IPTW, g-computation, doubly robust (AIPW) estimation, and Cox/Fine-Gray competing-risks models. Every emitted number is executed against hand-derived ground truth: 1,377 machine-verified checks in real Postgres.
- Mutation testing surfaced 13 of my own tests passing for the wrong reason, and readiness gates refuse analyses that cannot be computed honestly, such as survival curves on masked mortality data.

Tableau Lineage Visualizer, tableau-lineage.com **2026**

- Shipped a free, fully client-side data-lineage tool that parses Tableau workbooks in-browser and maps calculated-field dependency graphs; 10.5K+ unique visitors and 45K+ requests in the first month post-launch.

Eigen-Rho: AI-proctored technical assessment platform, eigen-rho.com **2025 – 2026**

- Built and deployed an LLM-powered SQL assessment platform with machine-verified grading against live Postgres execution, anti-cheat forensics, and statistical integrity signals for hiring data talent.

EDUCATION

D'Amore-McKim School of Business, Northeastern University, Boston, USA **Sep 2023 – Dec 2024**

Master of Science in Business Analytics

International Institute of Information Technology, Bengaluru, India **Jan 2020 – Sep 2021**

Post Graduate Diploma in Machine Learning and Artificial Intelligence

GITAM University, Visakhapatnam, India **May 2014 – May 2018**

Bachelor of Technology, Electronics and Communication Engineering

CERTIFICATIONS, AWARDS & PUBLICATIONS

Claude Certified Architect, Foundations (CCA-F), Anthropic, 2026. Verify: credly.com/badges/5adef59b-6dd3-4dc1-bec7-ad98278b2824

Publication: "Mapping Radioligand Therapy Referrals in Prostate Cancer: Leveraging Multiple Data Assets to Map the Path to Administration," PMSA Annual Conference, 2023 (co-author)

Impact Award, Mu Sigma, 2021

Spot Award, Mu Sigma, 2021