

Vamsi Reddy

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Summary

A results-driven Senior Manager in Product Analytics with an IIMA & BITS Pilani pedigree, delivering ₹200+ Cr impact over 6 years by driving various **product & AI** initiatives, perennially ranked in the **top 1%**, with cross-functional leadership & stakeholder management skills. Published a paper in Machine Learning, and now seeking a challenging **Product Manager** role

Professional Experience

Senior Manager-Product Analytics | Sun Pharma| Mumbai

May2025-Present

Product Development & AI Implementation

- **MVP Development:** Built an AI-driven MVP using Claude Sonnet-4 that automated resume screening by matching candidate profiles to job descriptions, generating ranked shortlists and **cutting** recruiter **review time** by **70%**

Senior Manager | Incometax Department| Bengaluru

Nov 2018 -Mar 2024

Product Development

- **Product Management:** Led a team of **25** through the **development cycle** of a remote assessment **product(beta)**, leveraging **A/B testing** and **feedback** from officers and IT, cutting assessment time by **40%** & enabling **nationwide rollout**
- **AI tool Design:** Secured buy-in from officers and designed an internal **conversational AI tool(MVP)** using LangChain & OpenAI API embeddings, **reducing** the learning curve on Indian Budget tax updates by **30%**(based on 100+ officer surveys)

Leadership & Project Management

- **Chief of Staff Role:** Served as a strategic advisor to Karnataka's apex tax authority (**200+** officers) for 2 years; led **prioritization** efforts and managed 20k+ tax filing cases, resulting in a **21.6%** annual revenue growth rate
- **Project Monitoring:** Implemented and monitored **Power BI** dashboards with **Kanban**-style views for revenue & **project tracking**, enhancing decision-making and reducing **resource allocation** time by **20%**

Data Analytics & Digital Transformation

- **Data Analysis:** Led a team of 10 and developed a **regression model** to identify **anomalies** in transactions and detect potential **fraud**, leading to efficient identification of potential tax **evasion** cases and increased revenue collection by **₹35 Cr**
- **Digitalization:** Orchestrated zone's first project to **digitize (OCR)** over 3000 confidential **paper-based** records into **encrypted**, searchable digital format, resulting in a **35%** reduction in follow-up tax assessment queries

Project Management & Compliance

- **People Management:** Developed and executed a **Human Capital Management** strategy, recruiting 50 Data Entry Operators and improving retention by **30%**, ensuring sustained operational continuity
- **Regulatory Compliance:** Headed a **30-member team** in the Election Expenditure Monitoring Cell during the 2019 general elections, seizing **₹88.28 Cr (20% increase. vs. last. elections)** & receiving an award from the Commissioner

Auditor|CAG's Office | Hyderabad

Dec 2016 -Aug 2017

- Managed the implementation of an efficient database system of audit case management using **SQL Server**, achieving a reduction in report turnaround time by **30%**
- Directed 25 audit teams in optimizing scheduling and resource allocation, reducing delays, and reducing the **audit cycle** from **7 days to 5 days** per audit cycle

Live Industry Project

The **AI Stock Analyser**|Mirae Asset Global Investment|Remote

Sep 2024-Dec 2024

- Applied NLP techniques to extract and parse SEC filing data of **US stocks**, identifying top securities based on thematic investment insights, thereby enhancing investment selection and decision-making

Education

MBA (PGPX) – Indian Institute of Management, Ahmedabad | India

2024 – 2025

Electronics and Instrumentation B.E(Hons) -BITS Pilani | India

2011 – 2015

Accomplishments

- Published a peer-reviewed [research paper](#) on **Machine Learning** (impact factor: **7.429**) in 2023 using the **KNN Algorithm** to predict employee transportation preferences and identify significant predictor variables
- Secured an **All-India Rank of 154(Top 0.01%)** in SSC CGL 2016 out of 1.54 million aspirants

Certifications

- **Google Advanced Data Analytics**-Google Nov-2024
- **Bloomberg Financial Fundamentals**-Bloomberg Oct-2024
- **PMP® Certification Training**- Simplilearn Sep-2024
- **Lean Six Sigma Green Belt**- KPMG July-2024