Kunapuli Venkata Sai Kiran

Applied AI ML Lead, VP at JPMorgan Chase, Hyderabad, India

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Profile

Experienced **Data Scientist** with over **12 years** in IT, including over **9 years** of experience in hands-on, end-to-end **Data Science** with around **4 years of technical leadership** driving ML systems, GenAI solutions and high-impact production deployments. Currently working as Applied AI ML Lead, VP at **JPMorgan Chase**, Hyderabad, India.

Professional Experience

JPMorgan Chase   **Jul 2024 – Present**
Applied AI ML Lead - Vice President   *Hyderabad, India*

- **Architected** and **delivered** a **multi-agent AI marketing automation assistant** using **LangGraph**, **AWS Bedrock** and **Claude Sonnet 4.5**. Built **agentic RAG** workflows for semantic search, data retrieval, query reframing, feature engineering, SQL generation and modeling support, **cutting campaign time-to-market** from **4 weeks to 5 days**.
- **Led** the **Account Engagement (CTR)** model for Digital Intelligence (CCB Digital), integrating **70M+** daily transactions with customer behavior signals across credit, debit and banking activity, delivering a **35%** engagement lift.

Tokopedia   **Dec 2021 – Jul 2024**
Senior Lead Data Scientist   *Hyderabad, India*

- **Led** 2 data science projects - **Ads Ranking** and **Keyword Recommendation**, managed 4 data scientists and delivered high-quality data science solutions for TopAds business problems.
- Developed **Real-time Ads Ranking (RTR)** system, achieving **3.25%** increase in **CTR**, **1.57%** increase in **Ads Revenue** (1.6 billion IDR) and deployed scalable, low latency model inference pipeline, to achieve **sub 80 ms** latency with **1K requests** served per second.
- Optimised inference of an existing deep learning solution using post-training quantization techniques which increased revenue by **1.43%** (1.4 billion IDR monthly) and saved inference costs up to **166 million IDR** monthly.

ADP   **Nov 2019 – Dec 2021**
Data Scientist   *Hyderabad, India*

- Built machine learning models for **Job Classification** and **PayCode Classification** in the **ADP DataCloud** team.
- Implemented **multi-lingual** Job Classification model using Language Agnostic BERT (LaBSE) & multi-lingual Universal Sentence Encoder (mUSE), **reducing time to market** from 6 to 2 months.
- Deployed models on AWS using Step Functions, ECR, Sagemaker Endpoint and API Gateway as **batch transform** pipelines and **real-time endpoints**, scaling **model serving** capacity by **3x** to handle increased inference requests.

DBS   **Oct 2017 – Oct 2019**
Data Scientist   *Hyderabad, India*

- Built machine learning models for **Cash In Transit** and **Cheque Analytics** in the **Self-Service Banking**, CBG group.
- Implemented **binary classifier** using LightGBM for Cheque Risk Scoring model, to provide a **risk score** for all inward cheques, reduced **false negatives** by **18%** through effective handling of **class imbalance**.
- Forecasted **no-cash** situations for ATM, BTM, and CRS cash withdrawals using FB Prophet for **time-series** forecasting, resulting in a **15% reduction** in cash shortage incidents.

Tech Mahindra   **Nov 2013 – Oct 2017**
Software Engineer   *Hyderabad, India*

- Worked as a **Software Engineer** for **General Electric (GE)** client in 4 different projects spanning from **data ingestion** to **data science**.
- Engineered a Cash Collection **ML** model using **clustering** to segment customers based on payment behavior, **decision trees** to predict the likelihood of timely payments and GE US Payroll model using **ARIMA**.
- Integrated JSON data from APIs to **R** dataframes and CSV, developed **Talend** jobs for data integration.

Technical Skills

ML: Supervised, Unsupervised, NLP, GenAI (Agents, RAG), LLMs   **Languages:** Python, R, SQL

Tools: AWS (EC2, Lambda, SageMaker, Bedrock), GCP (Vertex AI), Databricks   **DBs:** MySQL, Milvus, ChromaDB

Frameworks: TensorFlow, Keras, Flask, LangChain, LangGraph

MLOps: Model Deployment, CI/CD, Docker, MLflow

Education

GITAM University   **2009 – 2013**
Bachelor of Technology (B.Tech)   *Hyderabad, India*

Electronics and Communications Engineering (ECE) — Graduated with **8.4 CGPA**

Courses

Summer School on NLP and LLM - Awarded **2nd place** for Continued Pre-training of LLM on Legal Contracts - LLM Domain Adaptation project - **LTRC, IIIT Hyderabad**, Jul 2024