

VINAY SANKEERTH NALLA

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SUMMARY

Data & AI professional with experience building analytical systems and AI-powered data applications using SQL, Python, PostgreSQL, FastAPI, Tableau, and LLMs. Experienced across the data-to-application workflow – from ETL and data modeling to backend APIs, LLM-powered automation, analytics, and business-facing delivery. Built end-to-end systems involving idempotent data pipelines, hybrid rule-based/LLM classification, natural-language-to-SQL, and automated workflows.

TECHNICAL SKILLS

Languages & Libraries: SQL, Python, Pandas, NumPy, Matplotlib, Seaborn, LangChain, FastAPI

Visualization & BI: Tableau

GenAI & LLM: Prompt Engineering, RAG, Text2SQL, LLM Integration

Tools & Platforms: PostgreSQL, Git, Azure OpenAI, Claude Code, VS Code

EXPERIENCE

Business Analyst – Data & Product Analytics

March 2025 – Present

BigWorks Technologies

Hyderabad

- Conducted structured product and market analysis across CRM and staffing technology, comparing platform capabilities, pricing, architecture, AI features, and operational workflows to support product discussions with senior leadership.
- Analyzed CRM and operational data across Salesforce projects, building Tableau dashboards, defining reporting structures, and translating business processes into measurable data points, fields, and workflow requirements.
- Worked with senior stakeholders and clients across product ideation, scoping, research, and demo sessions, translating business requirements into data models, process flows, automation logic, and solution concepts.
- Built research and data-gathering workflows for sales and market intelligence, including analysis of 500+ companies using search/API-based methods, achieving approximately 82% validation accuracy.

Data Science Intern

Sep 2024 – Jan 2025

Pangea Tech

Bengaluru

- Built a Text2SQL agent (LangChain + Azure OpenAI, FastAPI) achieving ~77% query accuracy through iterative prompt and query-generation improvements; reduced manual SQL effort by 40% across the analytics team.
- Ran EDA on ~862k rows of territory sales data, surfacing workload imbalances and revenue anomalies that directly shaped territory realignment decisions.
- Delivered a Tableau dashboard on outlier revenue patterns; findings were presented to stakeholders and used to restructure data capture processes across 2 sales regions.

PROJECTS

Expenso – Personal Financial Intelligence System

Python · FastAPI · PostgreSQL · LangChain · LLM

- Engineered a replay-safe ETL pipeline ingesting transactional emails into a structured PostgreSQL store with deterministic deduplication and raw-source preservation – maintaining zero data loss across 6+ months of daily runs.
- Built a hybrid transaction-classification system combining deterministic merchant rules with an LLM fallback; user corrections are converted into reusable merchant rules, creating a feedback loop that improves future categorization and achieving >90% spend categorization accuracy.
- Developed a natural-language-to-SQL interface with schema-aware prompting, structured LLM outputs, SQL validation, query safeguards, result formatting, and controlled PostgreSQL execution.
- Automated end-to-end ingestion, classification, analytics, and reporting through scheduled background workflows with pipeline health checks – eliminating ~3 hours/week of manual finance tracking.

RCB 2025 — IPL Championship Analysis

Python · SQL · HTML/JS

- Causal chain analysis:** Aggregated 18 seasons of ball-by-ball data in SQL and Python to quantify phase-wise bowling shifts — PP economy dropped 9.47 → 8.52 RPO (0.76 below IPL avg), saving ~85 runs across the league stage; traced directly to a 6-run final margin.
- Auction ROI model:** Built a cost-efficiency scoring model in Python (cost-per-wicket, cost-per-run) across all squad picks — identified two under-priced match-winners at 4.1Cr combined vs a 12.5Cr anchor returning 22 wickets; framework designed as a reusable pre-auction tool.

- **Performance analysis:** Cross-tabulated home vs away performance splits to surface a pitch-independence signal — bowling economy was better away (9.22) than at home (9.35), while away win rate jumped 33% → 85% YoY; reframes retention priorities for future squads.

EDUCATION

Gokaraju Rangaraju Institute of Engineering and Technology

Bachelor of Engineering – Electronics and Communication

Aug 2019 – May 2023

Hyderabad, Telangana