Pratik Kumar Kale

AI Solutions Engineer | Strategy — Data & Analytics

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EXECUTIVE SUMMARY

I help teams build AI-enabled decision systems — reliable platforms, governed data, and fast, useful insights. Outcomes first; lean standards; sleeves-rolled-up execution (LLM/RAG prototypes, shaping SQL models, and performance fixes). 8+ years across data engineering, analytics, and BI with measurable wins in cost, reliability, and adoption.

Data Platform Architecture   AI & Analytics Strategy   Performance & Cost Optimization   Team Leadership & Mentorship

Business-Technology Translation

PROFESSIONAL EXPERIENCE

INFOLOB   Hyderabad, India
Oct 2024 — Present

Lead Data Analytics Engineer   Oct 2024 — Present
- Drive analytics engineering and Power BI initiatives; mentor teams and improve platform reliability.

ITVersity, Inc.   Hyderabad, India
Jul 2023 — Oct 2024

Senior Analytics Engineer   Apr 2024 — Oct 2024
- Led enterprise Power BI rollouts (gateway, RLS, native connectors) and API automations for refresh/ops.
- Directed AWS → OCI data lake migration (Cloudera → ADW) with rigorous SQL validation and performance tuning.
- Partnered with DE teams across Glue, OCI DI, ADF, and Airflow; reviewed models and mentored juniors.

Associate Data Engineer   Jul 2023 — Mar 2024
- Built dashboards and semantic models; implemented AD/RLS and gateway basics for secure access.
- Supported data lake migration tasks and SQL data validation; contributed to refresh optimization.
- Learned CI/CD and Git workflows; documented runbooks and supported stakeholder demos.

Elevate X   Hyderabad, India
Dec 2020 — Jun 2023

Deputy General Manager — Data Analytics Transition   Dec 2020 — Jun 2023
- Led transition from sales to data-driven operations; built Power BI dashboards aligned to business objectives.
- Integrated AD and RLS; trained users on storytelling; optimized performance and governed gateways.
- Career shift: mapped business expectations to technical requirements, bridging sales leadership with analytics engineering.
- Translated KPIs into semantic models and governed datasets; defined metrics and access patterns adopted by business teams.
- Partnered with data engineers to shape pipelines and data contracts, enabling reliable refreshes and trust in numbers.
- Drove adoption via enablement sessions, documentation, and feedback loops — foundation for moving full-time into IT.

HomeLane   Hyderabad, Telangana
Jan 2019 — Dec 2020

Assistant Sales Manager   Aug 2019 — Dec 2020

- Built top-performing unit; sustained ~15% conversion ratio; introduced Excel dashboards for decision support.
- Made Banjara Hills unit #1 PAN-India within four months through pipeline hygiene and coaching.
- Grew sales order book consistently by focusing on qualification, follow-ups, and objection handling.
- Strengthened customer empathy and handover rituals to improve post-sale satisfaction and referrals.

Field Sales Manager
Jan 2019 — Aug 2019

- Generated ₹1 Cr in a month; led a 20-member team; boosted meeting success 65% → 90%.
- Increased structured channel meetings by ~300% in one quarter; improved discipline and cadence.
- Coached field reps on discovery and solution framing; improved conversion quality and cycle time.
- Recognized as Best Field Sales Manager for consistent goal attainment and team development.

Amazon   India
Jun 2016 — Dec 2018

Team Lead
Jun 2017 — Dec 2018

- Improved team productivity by ~20% via workflow optimization and coaching; resolved escalations.
- Reduced completion time ~15% by streamlining queues and clarifying SOPs.
- Lifted team morale ~25% with clear goals, recognition, and regular feedback loops.
- Built leadership habits: stakeholder comms, conflict resolution, and bias-for-action under pressure.

Senior Customer Service Associate
Jun 2016 — May 2017

- Maintained ~95% CSAT; implemented CRM improvements reducing response time by ~20%.
- Handled ~50 inquiries/day within SLAs; analyzed trends to cut repeat issues by ~15%.
- Built empathy and customer-first problem solving; set the base for leadership in later roles.

PROJECTS

AWS → OCI Data Lake Migration
View Project

AI-first cross-cloud migration for multinational FMCG: intelligent data discovery, automated tiered storage optimization, Oracle ADW federation with AI-powered cost optimization. Enterprise Power BI with AI features, gateway/RLS, and intelligent API automations. ~30% lower cost, 99.9% pipeline uptime.

ITVCMS Platform
View Project

AI-first training operations platform with intelligent mentor matching, automated content curation, and smart integrations for Udemy and YouTube metadata. Features AI-powered learning path recommendations and automated analytics for training effectiveness.

Oracle Analytics Server on OCI for Logistics
View Project

Upgrade journey: OBIEE 10g → OAS on OCI with hardened networking, automated deploys, RCU setup, and catalog migration for a PAN-India logistics firm.

RAG Chatbot on OCI
View Project

AI-first multi-lingual RAG chatbot with intelligent vector search, context-aware responses, prompt safety, and comprehensive observability. Features automated sentiment analysis, intent recognition, and continuous learning capabilities for enterprise knowledge management.

Google Workspace Automations
View Project

AI-first end-to-end lead pipeline with intelligent lead scoring, automated segmentation, smart routing, automated follow-up scheduling, and intelligent notifications. Features AI-driven lead qualification and automated response generation for enhanced conversion rates.

Odoo Partnership Implementations
View Project

Partnered to implement Odoo for multiple customers. Converted business workflows into technical processes, data pipelines, and reporting.

OCI Data Lake for Pharma
View Project

AI-first pharmaceutical data lake with intelligent drug development lifecycle monitoring, FDA compliance automation, automated clinical trial analytics, and real-time safety monitoring. Features AI-powered drug efficacy analysis and automated regulatory reporting with Tableau Einstein AI.

dbt Enablement — BFSI (3-week)
View Project

Hands-on enablement for a large BFSI on dbt best practices: Git workflows, tests, lineage, environments, and CI.

GCP Data Warehouse for Insurance Analytics
View Project

AI-first insurance analytics platform with intelligent risk assessment, automated claims modeling, automated fraud detection, and smart customer segmentation. Features AI-powered pricing optimization, real-time risk scoring, and automated regulatory compliance with comprehensive testing framework.

TECHNICAL SKILLS

AI & MACHINE LEARNING
LLM Integration, RAG (Retrieval-Augmented Generation), Vector Databases, AI/ML Pipelines, Natural Language Processing, Prompt Engineering, AI Model Deployment

CLOUD & INFRASTRUCTURE
Oracle Cloud (OCI), AWS, Azure, Linux, Docker, VPC/VCN, IAM, Kubernetes, Serverless Computing

DATA & ETL
SQL, Python, Spark, ODI, OCI Data Integration, ADF, dbt, Airflow, Power Query, Data Pipeline Design

ANALYTICS & BI
Power BI, Tableau, OAS/OBIEE, Oracle ADW, RAG (PoC), DAX, Semantic Models, Row-Level Security (RLS), Gateway & Subscriptions, Paginated Reports, Performance Tuning, Storytelling & Enablement

APPLICATIONS & DEVELOPMENT
Django, FastAPI, React, REST APIs, Apps Script, Git, CI/CD, Microservices Architecture

DATA WAREHOUSES & DATABASES
Oracle ADW, Amazon Redshift, PostgreSQL, Vector Databases, NoSQL Databases

GOVERNANCE & OPERATIONS
Semantic Models, Row-Level Security (RLS), Gateways & Access Patterns, Data Contracts & Testing, Lineage & Monitoring, Performance & Cost Guardrails, Data Quality Management

EDUCATION

Bachelor of Technology in Computer Science
JNTU Hyderabad

LANGUAGES

English *(Professional)*   Hindi *(Native)*   Telugu *(Conversational)*