

BILWASIVA BASU MALICK

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Summary

- Results-driven MBA candidate with 9+ years of experience in AI-driven financial modeling, investment analysis, risk management at Amazon, Oracle. Proven ability to build & deploy sophisticated quantitative models to drive financial strategy, optimize investment returns, strengthen risk mitigation, directly aligning with P&L objectives.
- Expert in building complex financial and statistical models for valuation, strategic capital allocation, forecasting.
- Eager to leverage a deep background in Quantitative Finance & Fintech Strategy to manage investment portfolio, develop advanced risk tools, analyze capital markets and drive operational efficiency in high-impact finance roles.

Education

The Ohio State University

Columbus, Ohio

Master of Business Administration (MBA) - STEM MBA

Aug 2025 – Apr 2027

Award: Fisher MBA Leadership Fellow, Graduate Assistant — Score: GRE- 336, GMAT FE-685 — **GPA- 3.9/4**

Relevant Coursework: Corporate Finance, Advanced Financial Modeling, Valuation, Investment Management, Econometrics, Derivatives & Risk Management, Mergers & Acquisitions, Quantitative Portfolio Mgmt, FinTech

Activities: Graduate Finance Association, Private Equity & Venture Capital Club, Investment Banking Club

BITS Pilani

Rajasthan, India

Master of Engineering (ME), Bachelor of Engineering (BE) in Computer Science

CS Dept Rank - 1st — CGPA:9.3/10

Work Experience

Amazon

Feb 2021 – August 2025

Principal Applied Scientist

Bangalore, India

- Authored 45+ financial models and business cases for the 2024 strategic roadmap, conducting in-depth financial analysis, risk assessment, cash flow projections for new AI investments. Prepared and delivered detailed presentations to senior management (VP-level), shaping multi-year financial direction & capital structure planning for orgs with billion\$ P&Ls.
- Led a 15-member team to develop & deploy an Agentic AI personalization (AI-driven investment model) resulting in a **24% increase** in ancillary revenue streams and **boosting Ads CTR by 44%**, directly enhancing investment returns.
- Designed and deployed an AI-driven risk management tool to monitor retail promotions, **eliminating 2,400+ hours of manual analysis** and achieving **99.6% accuracy** in identifying **27% conversion of Ads** product placements in US.
- Engineered multi-agent Generative AI workflow that **reduced Treasury Operational Expenses (OpEx) by 3X** via high-scale automation of financial queries for **70M customers** directing adoption of GenAI capabilities in Amazon Pay
- Launched patented multi-modal AI product to accelerate product matching & optimize inventory ranking; outperformed legacy systems with **14.5X better capital efficiency**, **9X lower latency**, driving **15% QoQ increase in revenue**.
- Optimised model execution time by **250%** using EMR, enabling DCCS Org perform **0.3 Million** batch inferences daily.
- **Augmented Kindle purchase by 15%** with enriched catalogue, optimised price matching & generated high impact.
- Managed end-to-end product lifecycle for an Enterprise Knowledge Retrieval (RAG) system; streamlined **500k+ daily** real-time queries for AWS Documentation, achieving **87% CSAT score**, **94% user retention** rate at **0.4ms latency**.
- Evolved product-matching model for 6 global product business (Kindle, PV, Music, Retail, S/W, Infra), **accelerating time-to-market for new revenue streams by 8x** & **reducing onboarding time from 6 months to 3 weeks**.
- Designed GTM strategies for AI-First products by client segmentation, lifting user engagement by 21% for 250M users
- Selected in **12+** paper presentations in Amazon's ACVC, AMLC, CSS conferences & delivered talks in global forums- 'Information Extraction from Images', 'Multi-Modal Embeddings', 'ML in Entity Resolution', 'Content Moderation'.
- Orchestrated as **tech lead of 21 SDE & MLE** in deploying model & CI/CD pipelines to production using SageMaker.
- Enhanced customer experience for **250 million** MiniTV users, improving asset utilization, lifting engagement by **21%**.
- Mentored 51 engineers, led talent development, change management for 7 teams establishing vision for GenAI analytics.

Oracle

Jan 2019 – Jan 2021

Senior Applied Scientist

Bengaluru, India

- Pioneered **9M\$** worth business tenets & team charter for a 16-member team in launching low-latency AI/ML solutions.
- Executed a 4-quarter strategic roadmap for next-gen automation platform spanning 5 business units, accelerating **25% faster time-to-delivery**, shortening release lead time from 16 to 7 weeks, mitigating go-to-market cycle time by **16%**.
- Managed the product strategy for 4 healthcare data verticals in Cerner healthcare org, **shipping 4 major features & 15+ enhancements** across **8 agile sprints**, contributing to a **\$20M Annual Recurring Revenue (ARR)** portfolio.
- Analyzed market trend in hybrid cloud, data automation to identify high-growth software segment for capital investment
- Contributed to leading product milestones & critical phases of ML life-cycle across 4 core OCI verticals (Speech, Video, Language, Document) impacting **27k customers globally**, **enhancing annual customer retention rate by 18%**.
- Facilitated strategic initiatives for 9 enterprise-level document intelligence solutions, leading 16-member team in scoping, development, customized service delivery triggering acquisition of **42 international clients**, generating **\$20M ARR**.

Skills

Quantitative Modeling: Quantitative Risk Management, Econometrics, Monte Carlo Simulation, Regression, Derivatives Trading (Options, Futures, Swaps), Big Data Analytics, Time-Series Forecasting, AI-driven Investment Decision Modeling
FP&A: Demand Forecasting, Budget vs Actual (BvA), Salesforce (Sales Pipeline & Revenue Forecasting), SQL, Power BI (Automated FP&A Dashboards, DAX), ERP-Integrated financial reporting, Long-Range Planning, Variance Analysis, Excel
AI Finance: SAP, BPC, Databricks, Snowflake, RPA, FinGPT, Model Explainability, A/B Testing, Data Analytics, RAG
Strategic Leadership: Client Handling, Planning, Organizational Change Management, Conflict Resolution, Negotiation Executive Presentations (C-Level), Financial Decision-Making, Cross-Functional Leadership, Competitive Landscape study.
Product Strategy: Product Lifecycle Management, Product Roadmapping, Vision Crafting, Strategic Planning, Launch
Agile Tools: Scrum, Kanban, Sprint Planning, Backlog Grooming, Project Prioritization, Jira, Confluence, Trello, Asana
Cross-functional Collaboration: Stakeholder Management, Communication, Technical Decision-Making, Code Reviews
Functional: OKR/KPI Development, Product Analytics, Platform Strategy, Executive Storytelling, C-Suite Presentations
Programming Languages: Python, C++, Java, Scala, C, R, JavaScript, TypeScript, React, Ruby, Perl, Golang, Kotlin
Financial & Valuation Modeling: Discounted Cash Flow (DCF), LBO Modeling, Merger Models (Accretion/Dilution), Comparable Company Analysis (CCA), Precedent Transaction Analysis, Sum-of-the-Parts (SOTP), WACC Analysis, FP&A
Python libraries: Pandas, NumPy, SciPy, Statsmodels, Matplotlib, scikit-learn, HuggingFace, spacy, langchain, openAI
Large Language Models (LLM): GPT-5, Falcon, Claude, Llama4, Vicuna, Mistral, Mixtral8x7B, ChatGPT, Phi, Gemini
Gen AI Tools: SFT, IFT, PEFT, LORA, QLORA, RAG, RLHF, DPO, Langchain, Vector DB, MoE, Prompt Engineering
Managerial: Root Cause Analysis (RCA), Lean Six Sigma, Kaizen, Quality Assurance, Intellectual Property Management, Robotic Process Automation, Scenario Planning, Dependency Management, Retrospective Analysis, Workflow Automation
Business: Capacity Planning, Vendor Management, Executive Communication, Cost Analysis, Decision Making, Strategy
Leadership: Managing Technical Ambiguity, Operational Excellence, Technical Design Reviews, API Contract Definition, Versioning, Performance Management, Stakeholder Alignment, Career Development, Adaptability, Continuous improvement
AI: LLM Evaluation, Synthetic Data Generation, Knowledge Distillation, Model Quantization, Low-Latency Serving, ReAct
Technical Finance: Mergers & Acquisitions Modeling, 3-Statement Modeling, Scenario and Sensitivity Analysis, Financial Statement Analysis, IFRS & GAAP Knowledge, Profit and Loss (P&L) Statement, Balance Sheet Management, Cash Flow Management, Depreciation, Amortization, Budgeting, Variance Analysis, Financial Forecasting, Long-term strategy planning
Investment Banking: Mergers & Acquisitions Advisory, Capital Raising (Equity & Debt), Initial Public Offering (IPO) Process, Deal Structuring, Syndicated Loans, Debt Structuring, (FINRA, SEC), Deal Sourcing, Industry Market Research
Private Equity & Venture Capital: Private Equity Transactions, Venture Capital Investing, Investment Thesis, Growth Capital Investments, Due Diligence, Portfolio Management & Exit Strategies, Value Creation Strategies, Monitoring Key Financial & Operational Metrics, Operational Improvements, Financial Structuring, Operational Improvement, Risk Reward
Corporate Finance: Cash Flow Forecasting, Working Capital Management, Liquidity Management, Bank Relationship Management, Treasury Management Systems (TMS), Capital Budgeting, Risk Management & Hedging Strategies, Debt & Equity Financing, Cost of Capital & Capital Structure Optimization, Tax Planning & Optimization, Performance Metrics & ROI Analysis, Statistical Modeling & Analysis, Business Intelligence, Machine Learning for Finance (Predictive Analytics)
Risk Management: Credit Risk Analysis, Market Risk Analysis, Operational Risk Management, Stress Testing, Corporate Governance, Regulatory Risk Assessment, Data Compliance (GDPR, CCPA, HIPAA), Sarbanes-Oxley Act (SOX), Security
Financial Markets & Trading: Asset Allocation, Equity & Fixed Income Research, Portfolio Optimization, Hedge Fund & Mutual Fund Strategies, Real Estate Investment Analysis, Behavioral Finance, Macro & Microeconomics, Equity Trading, Fixed Income Trading, Algorithmic Trading & High-Frequency Trading (HFT), Risk Hedging, Market Structure Regulation
Software Technology: Microsoft Excel (Macros, VBA, Solver, Power Query, PivotTables), Bloomberg Terminal, Oracle ERP, FactSet, SQL, Tableau, Power BI, SAP, Hyperion, R, Python, QuickBooks, Financial Modeling (FactSet, Capital IQ)

Awards & Achievements

- Received **Amazon Employee of the Quarter award** 4 times across Prime Video, Music, Kindle orgs globally. **2024**
- Achieved the **2nd Prize** in ProdCon in entire India for pitching the prototype of my Think Big idea. **Nov, 2022**
- Awarded with the **First Prize** for my winning solution & implementation of tech idea- "Auto Generation of Video from Text" in **Amazon Hackathon'22** out of **300+ employees** & won **Think Big Award** for a business idea **June 2022**
- Won the **Star Performer Award, WOW Award & Budding Star Award** recognition in entire Org. **2021-2023**
- Rewarded with the **Oracle Inventor Ninja** award in entire India amongst 5000 employees for patents. **Nov 2020**
- Received the **Invention Prize** in Microsoft CodeFunDo'19 Hackathon for my project on Image Captioning. **Apr 2019**
- Won **2nd** prize in All India General-India Quiz & **3rd** prize in All India Sports Quiz by InQuizitive Forum. **May 2018**
- Felicitated with Swami Vivekananda Memorial Rashtriya Purashkar- **State Governor Award** for my Board results.
- Secured the **1st position out of 1 Million students** in **12th Board** exam with **99.2% [Rank- 1]** in entire WB state
- Secured the **4th position out of 1 Million students** in **10th Board** exam with **96.7% [Rank- 4]** in entire WB state
- Received KVPY scholarship & Performed within **top 1%** in National Astronomy, Physics, Chemistry, Maths Olympiads.

Positions of Responsibility & Volunteering Activities

- Career Coach & ML Mentor at IGotAnOffer, InterviewHelp, Careerflow, Scaler, MentorMeGood forums. **2021-Present**
- Founding member of TRAC (The Radio Astronomy Club) & Team-Anant satellite building club at BITS. **2015-2018**
- **Extracurricular-** Table Tennis, Cricket, Chess, Nature Photography, Quizzing, Gardening, Trekking, Writing, Music.