

# GUNAL HINCAL, MSc.

AI-Focused Business Analyst & Data&AI Specialist | Generative AI | LLM Systems | Strategic Analytics

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## CAREER PROFILE

AI-focused Business Analyst and data professional with hands-on experience designing Generative AI solutions, LLM-based pipelines, and analytical products across banking, manufacturing, and enterprise environments. Combines deep technical capability in AI engineering - RAG architectures, multi-agent systems, prompt design, and API integration - with strong business analysis skills spanning requirements definition, stakeholder alignment, and governance-aligned delivery.

Currently contributing to GenAI product initiatives at Akbank, translating complex business requirements into AI-powered workflows. Experienced in communicating data findings clearly to non-technical stakeholders and in structuring AI tools that are practical, auditable, and production-ready.

## KEY COMPETENCIES

<b>Generative AI &amp; LLMs</b> RAG pipelines, multi-agent systems, prompt engineering, function calling	<b>AI Engineering</b> Python, FastAPI, REST APIs, Azure OpenAI, vector databases	<b>Business Analysis</b> Requirements definition, stakeholder alignment, product flow mapping	<b>Data Analysis &amp; Reporting</b> SQL, Pandas, Power BI, statistical modeling, forecasting
<b>Workflow Automation</b> n8n, Power Automate, Make/Zapier, API orchestration	<b>Cloud &amp; Platforms</b> Azure, GCP, Docker, Render, Supabase	<b>Project Delivery</b> Agile/Scrum, RAID tracking, cross-functional coordination	<b>Communication</b> TR / EN bilingual — written & verbal

## CAREER OVERVIEW

### Specialist, Business Analyst - AI & GenAI Products | Akbank Technology (via Etiya)

Dec 2025 – Present

- Contributing to Generative AI and digital banking initiatives within Akbank's AI and Technology Architecture teams, focusing on next-generation AI-powered financial products.
- Translating complex business requirements into functional GenAI specifications - defining product flows, data requirements, and integration touchpoints across architecture, data, and engineering teams.
- Supporting the end-to-end lifecycle of AI initiatives from discovery and PoC to production rollout, ensuring alignment between technical delivery and business value.
- Contributing to governance-aligned deployments by supporting risk evaluation, compliance checks, and production-readiness assessments for GenAI solutions.

### Private AI Instructor | Independent | Remote

Aug 2025 – Present

- Delivers applied AI training for business professionals - focused on how to use AI tools efficiently in real-world workflows, covering LLM integration, prompt engineering, and automation platforms.
- Designs hands-on sessions around practical use cases: document processing, workflow automation, and data-assisted decision-making for non-technical audiences.

### Enterprise Generative AI Solutions Architect | Skymod Technology | Izmir, TR

Aug 2025 – Dec 2025

- Designed and delivered enterprise GenAI and RAG-based assistants that transform complex business data into actionable insights across manufacturing, banking, and retail sectors.
- Developed multi-agent workflows for data retrieval, SQL reasoning, and automated reporting using the Skystudio low-code orchestration platform and API integrations.
- Led prompt engineering and context design - building structured frameworks and memory-driven pipelines for reliable conversational and task-specific AI assistants.
- Automated reporting and decision-support workflows through agent-based pipelines integrated into client systems.

### AI/ML Solutions Architect | Practicus AI | Remote

Feb 2024 – Jan 2025

- Delivered platform-agnostic AI/ML solutions for B2B clients, improving data pipeline performance and model reliability.
- Collaborated with stakeholders to translate business challenges into scalable AI and data science solutions.
- Supported product testing, validation, and release readiness for AI-integrated products.

## Teaching Assistant & Bootcamp Mentor | Miul | Remote

Jan 2023 – Nov 2025

- Mentored students across Data Science, Machine Learning, and AI bootcamps - supporting project development, technical skill growth, and real-world application of analytical methods.
- Led workshops on Python, feature engineering, predictive modeling, and visualization with emphasis on industry use cases.

## SELECTED PROJECTS

### Document Intelligence SaaS (GunAI Solutions) [document-intelligence-vaqj.onrender.com](https://document-intelligence-vaqj.onrender.com)

- Production-ready SaaS application (Flask + Claude Vision API) that extracts structured data from scanned invoices, generates pivot-table Excel exports, and delivers a bilingual TR/EN dashboard.
- Implemented PII masking, auto-deletion, and KVKK compliance - responsible AI deployment in regulated environments.

### Book-Based RAG Chatbot (Megapik Yeniden) [megapikyenidenchatbot-production.up.railway.app](https://megapikyenidenchatbot-production.up.railway.app)

- Built a Retrieval-Augmented Generation chatbot using Gemini API and ChromaDB, enabling contextual semantic querying of a full-length book via a FastAPI backend.
- Deployed as a live web application accessible for demonstration.

### Azure OCR API [github.com/GunalHincal/azure-ocr-api](https://github.com/GunalHincal/azure-ocr-api)

- Designed a scalable RESTful API using Azure Computer Vision and FastAPI to automate text extraction from images and documents, supporting digitalization workflows and structured data processing.

### Speech-to-Text Transcription App

- Built a web application (FastAPI + OpenAI Whisper) that transcribes audio/video files (MP3, WAV, MP4, FLAC, up to 500MB) into TXT, SRT, and JSON formats, with an integrated mini-game experience to engage users during processing. Designed for SaaS deployment.

### Text-to-Speech Tool

- Developed a Python-based text-to-speech conversion tool using gTTS, enabling automated MP3 audio generation from text inputs for content and accessibility workflows.

### Customer Complaint Automation Workflow (Previous Employment for Chef Seasons)

- Built an end-to-end automated workflow on the Skystudio platform that collects product complaints from multiple channels and triggers personalized response emails — reducing manual processing time significantly.

### Large-Scale Retail Demand Forecasting (Previous Employment for Cevher Wheel)

- Built a 553K-row store-level forecasting system using LightGBM, XGBoost, and Random Forest - delivering trend analysis, seasonal patterns, and actionable inventory recommendations for management.

### Computer Vision Quality Control Pipeline (Previous Employment for Dardanel)

- Developed an image-based defect detection and packaging inspection system (FastAPI + Claude Vision) for a manufacturing client, with annotated outputs designed for non-technical QC operators.

## TECHNICAL SKILLS

### Generative AI & LLMs

RAG pipelines, multi-agent systems, prompt engineering, tool/function calling, embedding optimization, vector databases

### Programming & APIs

Python, SQL, FastAPI, REST APIs, Git, API orchestration

### Data & ML Stack

Scikit-learn, TensorFlow, PyTorch, NLP, Pandas, NumPy, data preprocessing & modeling

### Visualization

Power BI, Matplotlib, Seaborn, Plotly, dashboard design

### Cloud & Platforms

Microsoft Azure (DP-900), Azure OpenAI, GCP, Docker, Render, Supabase

### Automation & Low-Code

n8n, Power Automate, Zapier, Skystudio, workflow orchestration, Practicus AI Platform, Akbank GenAI Studio Platform

## EDUCATION

### M.Sc. in Management Information Systems (Thesis, ongoing)

Sakarya University, Business Institute | Jan 2025 – Present

Thesis focus: Language model training and fine-tuning for domain-specific NLP applications

### B.Sc. in Physical Education and Sports Teaching

Hacettepe University, Faculty of Sport Sciences | 2006 – 2011

## CERTIFICATIONS & TRAINING

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### Bootcamps & Formal Programs

- Data Analyst Bootcamp - Miuul, Jul-Dec 2023 (140 hours)  
CRM Analytics, Decision Making, Data Analysis & Visualization, Marketing Engineering, Industry 4.0 & IT Analytics, HR Analytics. Tools: Excel, MS SQL, Statistics, Python, Power BI. Project: IoT anomaly detection & predictive maintenance for Toyotetsu Automotive.
- Data Scientist Bootcamp - Miuul, Jan 2023 (4 months)  
Python for Data Science, CRM Analytics, Measurement Problems, Recommendation Systems, Feature Engineering, Machine Learning, MS SQL.
- Agile Bootcamp - Miuul, Oct 2023 (70+ hours)  
Agile Fundamentals, Agile Reporting & Planning, Scrum Methodology, Agile Tools & Transformation.
- Data Engineering Mini Bootcamp - Veri Bilimi Okulu (VBO), Nov 2023 (6 hours)  
Introduction to Data Engineering, Linux Basics, Docker, Apache Kafka, Apache Spark, PostgreSQL, Python for Data Analysis.
- GenAI Fundamentals with Gemini - Multigroup Community Bootcamp, 2025

### Certifications

- DP-900: Microsoft Azure Data Fundamentals – KodeKloud, Oct 2024  
Azure data services, relational & non-relational data, analytics workloads on Azure.

### Course Certificates (Miuul)

Python Programming · SQL · Machine Learning · Feature Engineering · Natural Language Processing · Recommendation Systems · CRM Analytics · Customer Retention & Monetary Analysis · Measurement Problems · Introduction to Data Science

## LANGUAGES & ADDITIONAL

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### Turkish - Native

English - Professional working proficiency

Building GunAI Solutions - B2B AI automation services targeting Gulf market

Published technical content on AI & LLM systems (Medium, LinkedIn)