

# ADITHYA NAMBIAR

anambia3@simon.rochester.edu | (585) 415-6441 | <https://www.linkedin.com/in/adithya-s-nambiar>

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## EDUCATION

**Simon Business School, University of Rochester**

**Rochester, NY**

**Master of Science in Business Analytics (A STEM-Certified Program)**

**December 2025**

- Merit Scholarship Recipient
- Relevant Coursework: Machine Learning for Business Analytics, Predictive & Causal Analytics Using R, AI & Deep Learning, Programming for Analytics Using Python, Data Management, Warehousing, and Visualization

**KJ Somaiya College of Engineering**

**Mumbai, India**

**Bachelor of Technology in Electronics Engineering**

**May 2019**

- Honors: First Class Division
- Secured a Grade Point 10/10 in Final Year Project - 2 (3D Printed Robotic Arm Using IoT)

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## PROFESSIONAL EXPERIENCE

**SIMON VISION CONSULTING**

**Rochester, NY**

**Consultant**

**October 2024 - April 2025**

- Conducted a community needs assessment for a New York City NGO using Power BI dashboards to analyze 2,000+ survey responses and uncover key service gaps.
- Developed optimized pricing strategies and performance metrics for Odinma LLC, improving revenue forecasting and operational reporting accuracy
- Partnered with cross-functional teams to align marketing and operations KPIs, ensuring clear data visualization and decision support.

**ACCENTURE**

**Mumbai, India**

**Application Development Analyst**

**May 2021 - October 2022**

- Led a team of 5 members to design and build applications in Salesforce for a banking client with revenues over \$4.5B.
- Managed implementation of 100+ new system functionalities and enhancements, like email modification, DND, chequebook request etc. leveraging Salesforce Integrations, for 7.3M customers of the client.
- Facilitated regular training sessions for 50+ end-users to ensure seamless adoption of newly deployed solutions.
- Launched KYC video in Salesforce to create automation in manual process; reduced customer onboarding time by 25%.
- Awarded FY22 Accenture All-Star Award for delivering a high priority requirement for the client.

**Application Development Associate**

**July 2019 - May 2021**

- Facilitated transition of CRMNext to Salesforce for one of India's largest private banks, working onsite and implementing 50+ service requests leveraging Salesforce Integrations.
- Collaborated with various cross-functional teams within the bank to release first iteration of project into production in March 2020, impacting 26M bank accounts and 27,000+ employees of the banking client.
- Developed UI and UX applications in Salesforce to meet diverse business requirements from the client.
- Led 100+ production deployments using DevOps for a team of 20, streamlining business processes, resulting in time savings of 30%.
- Awarded FY21 Accenture All Star Award for exceptional performance at work.

**WHEEL FLEXIBLE PACKAGING**

**Mumbai, India**

**Marketing & Research Executive / Intern**

**December 2018 - January 2019**

- Compiled a database of 900+ potential clients in the FMCG industry resulting in acquisition of 100+ clients over 2 years.
- Conducted sales outreach with the CMO, engaged with 100+ potential clients across India, resulting in the acquisition of 20+ clients.

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## PROJECTS

- Internship Experience UK 2023 in Financial Services & Consulting (2023).
- 5-Star Ranger Rank on Salesforce Trailhead, acquired 500+ badges including 21 Super Badges (2019-2022).
- Presented Final Year project at Prakalpa 19, a National Level Competition organised by the Indian Society of Technical Education.
- Collaborated with a team of 3 in designing & building a 3D Printed Robotic Arm controlled via a Mobile App for Final Year Project in UG (2018-2019).

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## ADDITIONAL INFORMATION

- Professional credentials: 7x Salesforce Certified Professional. (Developer I & II, App Builder, Service Cloud, Admin, Associate, Agentforce Specialist)
- Technical Skills: SQL, Python, R, Apex, JavaScript, HTML, CSS, Power BI, Tableau, Salesforce Reports & Dashboards, Salesforce Administration, Development and Consulting, Visual Studio Code, Azure ML, Tensorflow, PyTorch, Jenkins, Bitbucket, Azure DevOps, Excel, JIR, GitHub, ANT Migration Tool.
- Languages: English, Hindi and Malayalam.
- Interests: Reading, Podcasts, Chess, Black Belt in Taekwondo, and passionate about Cars.