SAI VENKATA CHANDRAKANTH GUBBALA

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EDUCATION

University of Rochester, Simon Business School — **Rochester, New York**
Master of Business Administration (STEM) – Strategy & Analytics — **May 2026**

- Merit Scholarship Recipient | GPA: 3.75/4.0 (Dean's List – Fall 2024)
- Leadership: Simon Data Analytics Club -VP Marketing & Communications, Simon Net Impact Club – VP Finance & Operations
- Simon Vision Consulting – Identified new business opportunities through market intelligence and industry research, guiding SaaS product positioning and a go-to-market strategy, applying competitive analysis, pricing benchmarking, and strategic planning.

Indian Institute of Space Science and Technology — **Kerala, India**
Bachelor of Technology - Physical Sciences — **May 2017**

- Department of Space Merit Scholarship Recipient | GPA: 7.62/10 | Marketing Coordinator - Annual Technical and Cultural Festival

PROFESSIONAL EXPERIENCE

MentorX Corporation — **Rochester, New York**
Business Strategy Intern — **Jun 2025 - Aug 2025**

- Conducted market research and outreach to 70+ international education consulting firms across India and Vietnam by segmenting prospects based on student volume and service offerings, increasing lead generation by 25% and securing 3 high-value partner calls.
- Spearheaded competitive analysis and redesigned B2B partnership strategy by benchmarking 10+ competitors and identifying market gaps to tailor value propositions, boosting client engagement by 40% and initiating 2 strategic business negotiations.
- Streamlined existing CRM process by integrating data inputs from 4 cross-functional teams and standardizing lead qualification metrics to reduce processing time and accelerate workflows, resulting in 30% reduction in lead processing time.

Indian Space Research Organisation - National Atmospheric Research Laboratory — **Gadanki, India**
Project Manager (Scientist, Grade SD) — **Jul 2021 - Jun 2024**

- Orchestrated stakeholder relationships and delivered executive-level presentations to secure project expansion funding from 50 senior stakeholders across multiple departments, obtaining $570K in additional project funding through strategic communication.
- Developed collaborative business model and implemented unified database solution across departments to optimize resource allocation and streamline operations, increasing reporting efficiency by 30% and achieving $500K in cost savings.
- Applied data analytics and statistical modeling to analyze atmospheric data across 5,000-square-mile metropolitan area to identify process improvements and cost optimization opportunities, unlocking $300K in operational savings for GPS network operations.
- Led cross-functional research team of 5 to develop machine learning model with 97% accuracy, extending contingency planning window from 15 minutes to 2 hours and enabling data-driven decision-making.
- Designed algorithmic solution through hypothesis formulation and testing to perform root cause analysis on atmospheric anomalies, generating performance KPIs and enhancing forecasting accuracy by 10% while enabling strategic decision-making.

Project Coordinator (Scientist, Grade SC) — **Aug 2017 - Jun 2021**

- Executed $1M GPS network infrastructure project leading cross-functional team of 20 to establish 24/7 atmospheric data collection system, delivering project on-time and within budget while optimizing operational efficiency.
- Negotiated vendor contracts and procurement strategy with 20+ suppliers using RFQ processes and technical evaluations, capturing 11% CAPEX savings through strategic sourcing.
- Leveraged predictive modeling and geospatial analytics to optimize placement of 20+ GPS receivers for maximum data collection accuracy, achieving 90% precision in 3D water vapor retrieval and $200K in cost savings.
- Implemented process improvement initiatives to eliminate operational dependencies and accelerate data processing capabilities, reducing data retrieval time from 24 hours to 30 minutes and generating $1M in cost savings over two years.
- Built Python-based automation solutions to streamline repetitive data workflows and address operational pain points, boosting processing efficiency by 50% and enhancing team productivity.

ADDITIONAL INFORMATION

- **Technical Skills:** Python (Advanced) | R (Intermediate) | Power BI (Intermediate) | MATLAB (Advanced) | SQL (Intermediate) | Tableau (Intermediate) | Microsoft Office (Advanced) | ArcGIS (Intermediate) | Machine Learning & Data Analytics (Advanced) | Market Research (Intermediate)
- **Community Service:** Reviewer, Journal of Earth System Science; Executive Member, Indian Institute of Space Science and Technology Alumni Association – IISTAA; Sports Secretary – NARL Employee Recreation Club
- **Publications:** "Total Column Water Vapor From INSAT-3D: Assessments with Ground-Based GNSS Receivers and GMI Datasets at Different Temporal Scales" DOI: 10.1109/TGRS.2022.3200716 (Aug 2022); "Prediction of Integrated Water Vapor Using a Machine Learning Technique" DOI: 10.1109/LGRS.2022.3217094 (Oct 2022); "Nowcasting of Storms Using Predicted Integrated Water Vapor with a Machine Learning Technique and Satellite Brightness Temperature" DOI: 10.1109/TGRS.2024.3429525 (July 2024).
- **Interests:** Soccer, Basketball, Cricket, Table Tennis, Cooking, Video Editing, Sci-fi and thriller movies enthusiast.