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: Data Analytics Club -VP of Marketing, Net Impact Club – VP of Finance
- Thermo Fisher Scientific (Lead Consultant & Administrator): Developed a tiered subscription and pricing model spanning licensing, renewals, and support to establish a scalable framework, targeting a 35% lift in CLV and $14M in incremental recurring revenue.
- Simon Vision Consulting (Consultant): Built a GTM strategy and SaaS pricing model through market research, forecasting 10% SOM penetration and $200K revenue growth within the first year of launch.

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

PROFESSIONAL EXPERIENCE

MentorX Corporation - *An EdTech Company Providing Career Coaching* — **Rochester, New York**
Business Strategy Intern — **Jun 2025 - Aug 2025**

- Architected competitive positioning strategy by benchmarking 10+ competitors across service portfolios and pricing to identify market gaps, reposition value proposition and redesign B2B partnership strategy, boosting customer engagement by 40%.
- Identified 30 potential partners through market intelligence to reduce customer acquisition costs and enhance customer pipeline by 30%, establishing KPIs for successful partnerships and targeting 10 new partnerships by 2028.
- Diagnosed fragmented client acquisition process across 4 business units causing prospect confusion to redesign CRM workflow and accelerate conversion, streamlining engagement and cutting sales cycle time by 30%.

Indian Space Research Organisation - *India's National Space Agency* — **Gadanki, India**
Project Manager- Sr. Climate Scientist — **Jul 2021 - Jun 2024**

- Spearheaded first AI-powered forecasting initiative, leading a five-member team to build a machine learning model with 97% prediction accuracy, extending contingency planning windows from 15 to 120 minutes to strengthen disaster management readiness.
- Engineered collaborative business model by integrating fragmented GPS networks from multiple departments to create unified national database while eliminating redundancies, saving $500K in operational costs, and improving reporting efficiency by 30%.
- Leveraged spatial analytics on 5,000-square-mile metropolitan humidity data to investigate urbanization's impact on extreme weather and identify optimization opportunities, generating $300K in operational savings and improved performance metrics.
- Formulated hypothesis-driven framework for atmospheric anomalies to identify predictive indicators and develop root cause capabilities, enhancing forecast accuracy of traditional models by 10% and informing government policy recommendations.
- Championed project expansion securing alignment from 50 stakeholders across ministries through executive-level presentations to scale monitoring capabilities nationwide, obtaining $570K expansion funding.

Project Coordinator- Jr. Climate Scientist — **Aug 2017 - Jun 2021**

- Directed $1M GPS network infrastructure project leading 20-member team to deploy 25 receivers and establish 24/7 atmospheric monitoring system across Southeast India, completing project on schedule, 10% under budget, and maintaining zero data gaps.
- Optimized network architecture through predictive modeling algorithm analyzing geographic and technical variables to maximize monitoring effectiveness and minimize costs, achieving 90% precision in 3D water vapor retrieval and $200K infrastructure savings.
- Transformed atmospheric profiling by developing GPS-based algorithm replacing weather balloon system to enable continuous real-time monitoring, improving monitoring frequency from 24-hour to 30-minute and generating $700K in recurring annual savings.
- Orchestrated strategic vendor management across 20+ GPS suppliers through RFQ process and technical evaluations to secure optimal equipment while maintaining cost discipline, achieving best-in-class procurement and reducing CAPEX by 11%.
- Automated GPS data workflows through Python pipeline for real-time processing to eliminate manual inefficiencies and ensure continuous data quality, boosting processing efficiency by 50% and enhancing team capacity.

ADDITIONAL INFORMATION

- **Technical Skills:** Intermediate knowledge in R, Power BI, SQL, Tableau, ArcGIS; Advanced in Python, MATLAB, Machine Learning.
- **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:** A sports enthusiast with a huge love for soccer and table tennis; Home-made chef; Sci-fi nerd.