

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

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

EXPERIENTIAL LEARNING

Thermo Fisher Scientific – Lead Consultant and Administrator

Feb 2025 - May 2025

- Devised tiered subscription model and redesigned pricing strategy encompassing licensing, renewals, and support to create a scalable business framework, aiming for a 35% increase in customer lifetime value and \$14M in incremental recurring revenue.

Simon Vision Consulting – Consultant

Sep 2024 - Dec 2024

- Designed a comprehensive GTM strategy and pricing model for a Tech client's SaaS product leveraging market research, projecting capture of 10% of the total serviceable obtainable market (SOM) and \$200K in revenue growth within 1 year of launch.

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.

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.

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.