SAI VENKATA CHANDRAKANTH GUBBALA

chandrakanth8995@gmail.com | (585) 360-8782 | https://www.linkedin.com/in/chandrakanthgubbala

EDUCATION

University of Rochester, Simon Business School   **Rochester, New York**
Master of Business Administration (STEM) – Strategy & Technology   **May 2026**
- Merit Scholarship Recipient, GPA: 3.7/4.0
- Leadership: Data Analytics Club -VP of Marketing, Net Impact Club – VP of Finance
- Thermo Fisher Scientific (Lead Strategy Consultant): Architected a tiered subscription and pricing strategy across licensing and support, establishing a scalable revenue framework projected to drive a 35% lift in CLV and $14M in incremental recurring revenue.
- Simon Vision Consulting (Strategy Consultant): Formulated a comprehensive Go-to-Market (GTM) strategy and SaaS pricing model by synthesizing market intelligence, defining a strategic roadmap to capture 10% Serviceable Obtainable Market (SOM) penetration.

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

Edge Energy – *A Clean Energy Solutions company supporting decarbonization in residential housing*   **Rochester, New York**
Strategy & Business Planning Associate   **Sep 2025 - Present**
- Engineered a 5-year strategic revenue model by analyzing 80+ equipment categories for a 200-home pilot, optimizing pricing structures to drive long-term profitability and market scalability.
- Spearheaded the development of a customer-facing financial estimation tool, bridging technical financial logic with user experience to enhance customer acquisition and streamline the sales funnel.
- Established a strategic ESG impact measurement framework, validating sponsor value propositions and delivering key metrics for executive reporting and stakeholder alignment.

MentorX Corporation – *An EdTech Company Providing Career Coaching*   **Rochester, New York**
Strategy & Partnerships Intern   **Jun 2025 - Aug 2025**
- Devised a B2B market entry strategy for the APAC region by benchmarking 10+ competitors, restructuring value propositions and partnership criteria to boost engagement by 40%.
- Orchestrated a partnership expansion roadmap, identifying 30 strategic targets and defining KPIs to expand the customer pipeline by 30%, securing a milestone plan for 10 key partnerships by 2028.

Indian Space Research Organisation – *India's National Space Agency*   **Gadanki, India**
Senior Project Manager, Strategy & Analytics (Lead Scientist)   **Jul 2021 - Jun 2024**
- Led a cross-functional strategy team of 5 to operationalize AI-driven predictive modeling, increasing critical decision-making lead time by 7x for high-stakes government response initiatives.
- Directed a cross-functional digital transformation to unify fragmented departmental GPS networks into a centralized national database, eliminating redundancies, saving $500K, and improving reporting efficiency by 30%.
- Analyzed seven years of humidity data across a 5,000 square mile city, correlating a 15% rise in humidity with urbanization and identifying optimal sites for sensor deployment to enhance extreme-weather forecasting.
- Pioneered an anomaly detection framework increasing forecast accuracy by 10%, translating complex technical analytics into actionable strategic insights for senior government stakeholders.

Project Coordinator, Operations & Analytics (Lead Scientist)   **Aug 2017 - Jun 2021**
- Directed $1M national GPS infrastructure program by leading a 20-member technical team to deploy 25 receivers across Southeast India; delivered the project 10% under budget and maintained zero data loss.
- Modernized monitoring from balloon-based instrumentation to GPS-enabled continuous systems, achieving 24× higher data frequency, generating 3D water-vapor datasets for national models, and driving $700K annual cost savings.
- Optimized capital allocation through vendor negotiations and technical evaluations across 20+ suppliers, reducing CAPEX by 11% while maintaining performance and reliability standards.
- Streamlined operational workflows through automation, increasing processing efficiency by 50% and expanding team capacity for high-priority strategic initiatives.

ADDITIONAL INFORMATION

- **Technology:** Intermediate knowledge in R, Power BI, SQL, Tableau, Figma, ArcGIS; Advanced in Python, MATLAB, Machine Learning.
- **Skills:** Financial Modeling, Net-Zero Strategy, Market Research, Scenario Analysis, Project Management, Forecasting, Pricing strategy.
- **Publications:** "Total Column Water Vapor From INSAT-3D: Assessments with Ground-Based GNSS Receivers and GMI Datasets" DOI: 10.1109/TGRS.2022.3200716 (Aug 2022); "Prediction of Integrated Water Vapor Using ML" DOI: 10.1109/LGRS.2022.3217094 (Oct 2022); "Nowcasting of Storms Using ML Predicted Integrated Water Vapor" DOI: 10.1109/TGRS.2024.3429525 (July 2024).
- **Interests:** A sports enthusiast with a huge love for soccer, cricket and table tennis; Sci-fi enthusiast.