# 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 Consultant): 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

**Edge Energy** – *A Clean Energy Solutions company supporting decarbonization in residential housing*        **Rochester, New York**
**Business Strategy Intern - Innovation & R&D**                                                        **Sep 2025 - Dec 2025**
- Modeled residential electrification upgrade economics and built a financial model spanning 80+ HPXML categories; defined scope for a ~200-home pilot and produced preliminary 5-year revenue projections to inform pricing and program scale.
- Partnered with founders and the product team to shape the MVP and built a homeowner income estimator that converts upgrade inputs into monthly and annual earnings projections from surveys and modest ad-tech value.
- Designed an HPXML-based measurement framework linking upgrade-level verification to sponsor value, generating decision-ready ESG/decarbonization impact outputs for reporting and stakeholder alignment.

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

**Indian Space Research Organisation** - *India's National Space Agency*                               **Gadanki, India**
**Project Manager- Sr. Climate Scientist**                                                             **Jul 2021 - Jun 2024**
- Pioneered first AI-driven forecasting initiative, leading a 5-member cross-functional team to develop a ML model with 97% prediction accuracy, expanding contingency lead time from 15 to 120 minutes and strengthening disaster-readiness protocols.
- Architected unified national GPS database by integrating fragmented departmental networks, eliminating redundancies, saving $500K in operational costs, 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.
- Developed analytical framework for atmospheric anomaly detection, improving forecast accuracy of traditional models by 10% and providing data-driven insights for government policy recommendations.

**Project Coordinator- Jr. Climate 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.
- Transitioned monitoring from balloon-based instrumentation to GPS-enabled continuous systems, achieving 24× higher data frequency, producing 3D water-vapor datasets for national models, and driving $700K annual cost 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 data pipelines using Python-based ETL workflows pipeline for real-time processing to eliminate manual inefficiencies while ensuring data quality, boosting processing efficiency by 50% and enhancing team capacity.

## 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.