SAI VENKATA CHANDRAKANTH GUBBALA

sgubbala@simon.rochester.edu | (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 & Analytics — **May 2026**

- Merit Scholarship Recipient | GPA: 3.84/4.0 (Dean's List – Fall 2024)
- Clubs: Simon Consulting Club, Simon Data Analytics Club, and Simon Net Impact Club
- 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 | Marketing Coordinator - Annual Technical and Cultural Festival

PROFESSIONAL EXPERIENCE

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

- Impacted strategic decision-making through effective stakeholder management, proposal development, and preparation of executive-level presentations, presenting pitch to 50 stakeholders and securing $570K in additional funding for the meteorology project expansion.
- Spearheaded the development of a collaborative business model to establish a unified database, streamlining processes across departments, increasing reporting efficiency by 30%, and achieving $500K in cost savings through strategic resource optimization.
- Applied data-driven problem-solving techniques to analyze atmospheric data across a 5,000-square-mile metropolitan area in India, identifying cost-saving opportunities in the GPS network project, resulting in $300K in operational savings.
- Supervised a cross-functional team of five researchers to develop a machine learning model with 97% accuracy, extending contingency planning window from 15 minutes to 2 hours and enabling timely decision-making.
- Developed an algorithm by formulating and testing multiple hypotheses to perform root cause analysis of atmospheric anomalies, generating KPIs, enhancing product forecasting accuracy by 10%, and enabling data-driven decision-making.
- Applied continuous improvement methodologies to optimize the placement of over 20 GPS receivers, utilizing predictive modeling and geospatial analysis, achieving 90% accuracy in 3D water vapor data retrieval and $200K in cost savings.

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

- Led a cross-functional team of 20 to successfully execute a GPS network project valued at $1M, establishing a 24/7 atmospheric data retrieval system that was delivered on time, within budget, and optimized for efficiency in data collection.
- Steered technical evaluations, procurement strategies, and vendor negotiations with over 20 suppliers to ensure cost-effective sourcing of critical equipment, resulting in an 11% CAPEX savings.
- Coordinated the development of a knowledge-sharing platform and led the execution of a GPS technology workshop for 250 participants, achieving a 30% improvement in data utilization through strategic collaboration with diverse stakeholders.
- Enhanced operational efficiency by reducing data retrieval time from 24 hours to 30 minutes, resulting in $1M in cost savings over two years by eliminating the need for expensive equipment, while maintaining a 99% accuracy rate.
- Streamlined data handling by implementing a python algorithm to automate repetitive tasks, addressing key pain points for GPS data users and enhancing data processing efficiency by 50%.
- Mentored and trained 100+ cross-departmental junior researchers, empowering them with advanced data analysis techniques, leading to a 30% increase in team efficiency and enhancing organizational capabilities in meteorological projects.

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)
- **Certifications:** MBAMath (Dec 2023); Strategic Management (Aug 2023); Microsoft Excel (May 2024); Python (Nov 2024).
- **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.