

# Sai Kalyan Yalla

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## EDUCATION

SUFFOLK UNIVERSITY, 3.97 GPA

Boston, MA

**Master of Science in Business Analytics**

Dec 2024

Related Coursework: Advanced Data Mining, Predictive Analytics, Analytics with SAS Mining, Machine Learning & Linear optimization in Python, Data Management and Modeling, Data Warehouse and Business Intelligence

INDIAN INSTITUTE OF PETROLEUM & ENERGY, 3.25 GPA

India, IN

**Bachelors of Technology in Engineering**

May 2020

## TECHNICAL SKILLS

Databases: QuickBase, MS SQL Server, PostgreSQL, Snowflake

Programming: Python (Pandas, Matplotlib, NumPy, Scikit-Learn, Seaborn, TensorFlow, Gurobipy), R, SQL

BI Tools: Tableau, Microsoft Power BI, Google Analytics, Adobe Analytics, Microsoft Powerpoint, Statistics

Technologies: AWS, SAS Miner, SAP, Advanced Excel (VBA, VLOOKUP, Pivot tables, Solver), Hive, Hue, Modelling

## RELATED EXPERIENCE

HORIZONS FOR HOMELESS CHILDREN

Boston, MA

**Data Operations and Analysis Manager**

Dec 2024 - Present

- Spearheaded data management and analysis initiatives to optimize services and measure program impact.
- Designed and implemented PowerBI dashboards and QuickBase reports, ensuring data-driven decision-making across teams.
- Evaluated and improved QuickBase processes with other API based integrations to enhance the outreach and effectiveness of family support services.
- Collaborated with stakeholders to streamline data workflows and align program goals with measurable outcomes.

SUFFOLK UNIVERSITY

Boston, MA

**SBS Analyst & Project Lead**

Jan 2024 - Dec 2024

- Building database for graduate fellowship matching systems in Suffolk using SQL and ETL which in turn mitigates 14 man made hours by the admin staff with slack integration

BYJUS

India, IN

**Associate Senior Manager**

Oct 2023 - Dec 2023

- Responsible for service, marketing and sales teams leveraging CRM analytics in P&L and managed in generating over \$3.2M communicating effectively with cross-functional departments.
- Drive strategic marketing programs to increase customer retention by 13% and capitalize on growing trends.

BYJUS

**Business Manager**

July 2021 - Oct 2023

- Leading a high performance team of 9-10 Associates, implemented strategic initiatives that led to the acquisition of 92 new high-value clients, increasing the client base by 25%.
- Identified service gaps and recommended strategies for new campaigns by data analysis.

BYJUS

**Business Analyst**

Nov 2020 - June 2021

- Successfully increased client acquisition by 9% through personalized data driven CRM & google analytics, resulting in 20% improvement in customer satisfaction

## PROJECTS

### **Twitter Sentiment Analysis and Prediction tool**

Dec 2024

- Streamlit Web app predicting sentiment of S&P 500 stocks based on the recent twitter threads using API calls and NLP techniques.

### **Warren Housing SAS modeling prediction**

Oct 2024

- Advised the Boston client to track customer purchasing behavior in certain areas through cluster analysis which clearly purchasing pattern that may result in \$4.5 Million contrast.

### **Home Credit Risk Model Stability**

April 2024

- A hackathon project involved building Ensembling Models to predict loan defaulters with 92% accuracy on Kaggle project.