PRACHI GARI

Ranchi, India | prachigari37@gmail.com | +91 6200404188 | https://www.linkedin.com/in/prachigari/ |
https://github.com/Prachi3795

EDUCATION

INDIAN INSTITUTE OF MANAGEMENT KOZHIKODE	**2022 - 2024**
MBA	*2.7/4.33 CGPA*
BIRLA INSTITUTE OF TECHNOLOGY MESRA, RANCHI	**2014 - 2018**
BE, Electronics and communication engineering	*6.7/10 CGPA*
D.A.V HEHAL PUBLIC SCHOOL, RANCHI	**May 2013**
XII, Computer science, Physics, Maths, Chemistry, English	*79/100*

WORK EXPERIENCE

Tata Steel   **Kolkata**
Sales and new business development manager   *May 2024 – Aug 2025*

- Managed **sales operations for industrial by-products** across **5+ states**, overseeing both **B2B and B2C segments**.
- Drove **90+ million annual revenue** by leveraging predictive analysis to create a data-driven sales plan.
- Analysed a portfolio of **50+ SKUs** using segmentation frameworks to identify the **top 10 high-demand SKUs**.
- Constructed an internal logbook to streamline daily tasks, driving a **50% improvement** in overall efficiency.
- Designed a new booking app feature to display transporter details, improving customer **satisfaction scores by 12%.**
- Developed 2+ new products to cater new identified markets increasing the net market size by 10%.

Wipro Limited   **Bangalore**
Senior Data Analyst   *Jun 2018 – Oct 2021*

- Built and deployed **150+ big data ETL transformation** structure post alpha testing, aligning with client's cloud migration strategy to enable seamless SaaS deployment.
- Led data validation using SQL scripts, ensuring **100% integrity** and full compliance with client data quality standards.
- Collaborated with cross-functional teams referring to KANBAN boards to align deliverables with product timelines and client expectations.
- Managed **500+ data maps** decommissioning initiatives using JIRA to track projects and groom backlogs, ensuring transparency, on-time delivery, and driving a 40% boost in process efficiency.
- Automated day-to-day transformation pipelines using Workflow Manager, r**educing manual effort by 60%**.
- Optimized **100+ SQL querie**s to remove bottlenecks, reducing response time by 20% boosting data throughput and streamlining big data migration.

PROJECTS & CERTIFICATIONS

Tata Steel, Sales and marketing intern   *Tata Steel, April 2023 - June 2023*
- Formulated a GTM and marketing campaign for nationwide deployment to improve customer awareness.

Business Insights through Advanced SQL Analysis   *https://github.com/Prachi3795/mysqlprojects*
- Conducted comprehensive analysis using SQL and created reports to empower data-driven decision making.

Personal AI Agent for using n8n   *https://github.com/Prachi3795/mysingleAIagentusingn8n*
- Designed and built AI agent, which recommends the optimal route after analysing route options and constraints.

Google Project Management
- Mastered skills in project planning execution, TQM, and risk management necessary for project management.

Publish a shopping site Craftkart to sell handcrafts   *https://craftkart-4744.myshopify.com/*
- Developed a website to sell handmade crafts for college students gifting purpose.

Line follower bot, ECE Department   *BIT Mesra, 2017*
- Built an automated line follower bot with full working efficiency using a micro-controller,Infrared sensors and R.

Digital piano, ECE department   *BIT Mesra, 2017*
- Modelled a Digital Piano using an integrated circuit to produce different Sar-gam notes with high efficiency.

ACHIEVEMENTS

- Attained **top rank in school 10th state board examination** with highest marks in **mathematics (99/100).**
- Awarded a **cash prize of 50k** for achieving the **first runner-up** position in the ITC Interrobang case competition.
- Scored **first class** in a training completion test for Java, MySQL by successfully submitting **30+ coding problems**.

SKILLS

C++, C, Java, SQL, Excel, AI