

PRACHI GARI

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

EDUCATION

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| INDIAN INSTITUTE OF MANAGEMENT KOZHIKODE | 2022 - 2024 |
| MBA | |
| BIRLA INSTITUTE OF TECHNOLOGY MESRA, RANCHI | 2014 - 2018 |
| BE, Electronics and communication engineering | |
| D.A.V HEHAL PUBLIC SCHOOL, RANCHI | May 2013 |
| XII, Computer science, Physics, Maths, Chemistry, English | |

WORK EXPERIENCE

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| Tata Steel | Kolkata |
| Sales and new business development manager | May 2024 – Aug 2025 |
| <ul style="list-style-type: none">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 |
| <ul style="list-style-type: none">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, reducing manual effort by 60%.Optimized 100+ SQL queries to remove bottlenecks, reducing response time by 20% boosting data throughput and streamlining big data migration. | |

PROJECTS & CERTIFICATIONS

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| Tata Steel, Sales and marketing intern | Tata Steel, April 2023 - June 2023 |
| <ul style="list-style-type: none">Formulated a GTM and marketing campaign for nationwide deployment to improve customer awareness. | |
| Business Insights through Advanced SQL Analysis | https://github.com/Prachi3795/mysqlprojects |
| <ul style="list-style-type: none">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 |
| <ul style="list-style-type: none">Designed and built AI agent, which recommends the optimal route after analysing route options and constraints. | |
| Google Project Management | |
| <ul style="list-style-type: none">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/ |
| <ul style="list-style-type: none">Developed a website to sell handmade crafts for college students gifting purpose. | |
| Line follower bot, ECE Department | BIT Mesra, 2017 |
| <ul style="list-style-type: none">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 |
| <ul style="list-style-type: none">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