SANJAY KODUVALLI

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EXPERIENCE 2018-Present	**MACYS** **Manager, Analytics Consulting**	**New York, NY**

- Built a simulator with SimPy Python package to tested various inventory stocking strategies, leading to a new inventory strategy estimated to generate a 10% sales lift over current strategy
- Wrote algorithm with Python and SQL that estimates product sales and recommends units for stores to optimize sales to pilot inventory strategy, resulting in a 10% margin increase for 40,000+ product units and a $150,000+ profit in 8 weeks
- Developed end to end ETL procedures using Python and SQL in order to build and update rate of sale predictions for all products sold at Macy's in the last six months.
- Collaborated with another data scientist to build a full scale version of this algorithm that transfers 10,000 units to stores per day, yielding a 10% average sales increase
- Built a processor in Python that reads Excel sheets from merchants, validates accuracy, and uploads data into the algorithm, which can then react dynamically to product promotion data
- Designed and published Tableau dashboards to provide merchants with inventory, flow, and predicted sales data, so they can make smart, real-time decisions when buying and allocating units to stores
- Developed a simulation of Macy's product delivery network using Llamasoft to measure the impact of adding or removing distribution centers, allowing the Chief Supply Chain Officer to visualize changes in product flow with a Tableau map and quantify the total cost of buying or selling key real estate

2017	**IBM CORPORATION** **Marketing Consultant Intern**	**New York, NY**

- Developed a regression model using Excel and SPSS to locate variables that indicate engaged visits with content in a specific language, identifying key markets where translation was not adding value to web presence
- Synthesized language expert interviews with language factor regression analysis to provide marketing executives with 3 markets to begin website translation and 15 languages to stop translation
- Streamlined the translation process to 23 languages to capitalize on markets with the highest opportunity, resulting in about 57,000 additional engaged webpage visits valued at over $11M

EDUCATION	**UNIVERSITY OF MICHIGAN** **Stephen M. Ross School of Business**	**Ann Arbor, MI**

Bachelor of Business Administration, April 2018
- Founder of Para Consulting, University of Michigan's brand management consulting club
- $5,000 grant winner, Innovation in Action Education Start Up Competition
- 1st place out of 27 teams, Target Brand Management Case Competition
- 2017 Carson Scholar- Ross Scholar for Public Policy
- Resident Adviser for International Impact Residence Hall
- GPA: 3.49/ 4.00

College of Literature, Science, and the Arts
April 2018
- Computer Science Minor; GPA: 3.55/ 4.00
- 2015-2016 Peer Mentor for undergraduate students in Michigan Research Community
- Notable Coursework: Data Structures and Algorithms (EECS 281), Web Systems (EECS 485), Matrix Algebra (Math 417), Advanced Analytics for Management Consulting (TO 414), Calculus 3, Discrete Mathematics

ADDITIONAL
- Proficient in SQL (Teradata SQL, MySQL), Python, Tableau, R, and C++
- Enthusiastic podcast listener following series such as StartUp, How I Built This, and This American Life
- Personal website: https://ksanjay-website.ue.r.appspot.com