

EDUCATION

Indian School of Business (ISB)	PGP in Finance & IT management	3.6/4	Apr'23-Apr'24
Indian Institute of Technology Hyderabad (IITH)	B. Tech in Civil Engineering	9.2/10 - Institute Silver Medalist	Aug'16-May'20

TOOLS & SKILLS

Python, Advanced Excel (Power Query, Power Pivot, DAX etc.), SQL, Tableau, Power BI, R, Alteryx, Snowflake, HTML, and Machine learning models

CERTIFICATIONS & PORTFOLIO PROJECTS

- Microsoft Excel: Beginner to Advanced- Udemey
- Google Data Analytics Professional Certificate- Coursera
- Google Advanced Data Analytics Professional Certificate- Coursera
 - Built [random forest & XGBoost](#) models to **classify TikTok videos**, reducing manual review workload by directing only *claim* videos for evaluation
 - Developed [logistic regression and decision tree](#) models to **predict employee turnover**, identify key drivers, and recommend retention strategies
 - Built & evaluated a [multiple linear regression](#) model for NYC TLC to **predict taxi fares**, aiding in pre-ride fare estimation and regulatory processes
- Independent Projects
 - Created a [web application](#) using a **ML model** to predict the likelihood of **loan applicant default**, assisting lenders in their loan approval decisions
 - Analyzed [global temperature](#) data (1995–2019) in **Tableau** to examine regional and decade-wise trends, highlighting evidence of **global warming**
 - Analyzed [Meta ads](#) for a clothing brand through **Excel** using metrics like **CTR, CPC, AOV** across demographics to provide insights for boosting **ROAS**

WORK EXPERIENCE

Accordion | Business Manager | Analytics Consulting Apr'24-Present
Leading a team of 8 analysts, managing client interactions for a US-based Private Equity firm (AUM \$100B). We provide performance visibility of its 80 portfolio companies by consolidating their monthly financials onto a common platform & performing financial analysis to support decision making.

Financial Planning & Analysis Project with Private Equity Firm

- Identified **\$5M in potential cost savings** by analyzing survey responses from portfolio companies on their technology vendors and GenAI initiatives
 - Delivered a dashboard, excel model and **advised negotiating a PE-level deal** with Salesforce, most used primary vendor across portfolio companies
- Provided a strategic performance analysis by developing an **Excel model to benchmark 80 companies** and **potential acquisitions** against their peers
 - Identified key metrics impacting margins, ranked companies (e.g., 2/10) against peers and evaluated performance (good/bad) against benchmarks
- Enabled decision-making for Sr. management by creating **3 PBI dashboards** that enhanced access to key data (headcount, salary, & accounts etc.)
- Reduced manual review time for captured monthly financials by **80%** by creating an Excel model that scans each file and automatically flags errors

Short-Term Projects

- Conducted **cohort & churn analysis** for a **D2C infant nutrition company**, examining key customer segments and their acquisition characteristics
 - Cleaned 7L transaction records using **SQL**, analyzed the data, calculated key metrics (OPC, AOV, LTR, repeat rates, churn period etc.) in Excel
 - Delivered interactive **Power BI** and **Tableau** dashboards, along with an **Excel model** projecting customers count, retention rates and revenue
 - Recommended **reducing discounts & trial orders**, as they attract customers with lower lifetime revenue & higher churn rates relative to others
- Developed a **shipment planning model** for a textiles company, aligning with forecasted retail demand to minimize stock-outs and storage costs
 - Cleaned and transformed data using **Python & SQL** to deliver an Excel model and Tableau dashboard that recommends optimal shipping quantities

Hindustan Petroleum Corporation Limited | Operations officer Sep'20- Apr'23
*Served as **Officer in Charge** of a **133 km underground petroleum pipeline segment** and **₹400Cr** worth critical assets. Led a team of **10 officers, 15 vendors**, and **100+ workers** to oversee safety, maintenance and operations for transporting petrol & diesel worth **₹10Cr per hour** through the pipeline.*

Data Analytics & Process Innovation

- Reduced pipeline patrolling time by 22% by **implementing AI/ML software**, categorizing disturbance alarms and reducing false alerts by 50%
 - Initiated the tender, **trained the ML model** to capture various alarm signals, and tuned performance through 2 months of continuous testing
- Saved **4hrs daily** by creating a real-time **Power BI dashboard** for Sr. management, eliminating the manual creation & emailing of alarm reports
- **Fully automated** the manual data reconciliation process using **Excel VBA & macros**, streamlining data import, formatting, and calculations etc.
- Reduced **electricity consumption** by 3% (**30L/yr**) by recommending optimal pump combinations through **Excel analysis** of pump operation data
- Saved **₹40L per year** by **programming** an industrial computer (PLC) to optimize the consumption of an expensive additive in product pumping

Strategic Initiatives

- Mitigated **₹4Cr fuel theft risk** by constructing a **₹30L concrete enclosure structure** to protect pipeline segments exposed to environment for 2 years
- Achieved **₹50L in annual savings** by implementing a vehicle-based night pipeline patrolling system, reducing **manpower requirements by 88%**
- Reduced annual maintenance costs by **₹12L** by **establishing in-house capabilities** to handle outsourced jobs through upskilling electricians

Project & Stakeholder management

- Managed **₹6Cr in purchase orders** & executed **6 projects** at pipeline crossing locations in collaboration with **Pvt., Govt., and PSU** organizations
- Protected the pipeline and saved **₹15L** in potential repair costs by halting and clearing a politician's encroachment on ~1 lakh ft² of pipeline land
 - Collaborated with the internal **legal team, district police & revenue department** to issue a legal notice, ensuring compliance within 2 months