

ANKITA SINGH

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SUMMARY

Analytics Consultant with 5+ years driving operational excellence through data analytics, process improvement, and stakeholder collaboration. Combines deep business analysis expertise with advanced technical skills to deliver high-impact solutions from conception through implementation.

EDUCATION

Northeastern University, Boston, MA

Sep 2024 – Dec 2025

Master's in Business Analytics (GPA 3.9)

Visvesvaraya Technological University, Bangalore, India

Aug 2013 - July 2017

Bachelor's in Telecommunication Engineering

RELEVANT EXPERIENCE

Franklin Sports

Sep 2025 – Dec 2025

Analytics Consultant - Capstone

- Developed predictive model forecasting Amazon purchase order patterns for 500+ SKUs by analyzing demand trends, inventory flows, and lead time variability
- Built recursive simulation framework in Python (pandas) processing 5 integrated datasets to model weekly inventory dynamics, reorder point optimization, and target stock levels under dual lead time constraints (21-days, 45-days)
- Conducted multi-scenario analysis across 4 demand confidence intervals (Mean, P70, P80, P90), identifying optimal P80 strategy that reduced stockout risk by 64% while quantifying working capital investment tradeoffs and service level impacts
- Synthesized complex analytical findings into executive-ready recommendations, translating statistical models and supply chain metrics into actionable business insights for Franklin Sports stakeholders

Deloitte Consulting

Jan 2022 – Aug 2024

Business Analyst

- Elicited business requirements and documented them into BRDs, FRDs, user stories, and STTM documents translating business needs into technical specs that reduced development rework by 35%
- Conducted gap analysis, AS-IS/TO-BE process modeling, and stakeholder walkthroughs, ensuring alignment on change strategy and requirements
- Analyzed large datasets using SQL and Python to uncover trends and validate requirements, then built Power BI dashboards that gave leadership clearer visibility and reduced decision cycles by 30%
- Served as liaison between business and technical teams, creating wireframes, mockups, and process flows to facilitate design discussions and leading requirement reviews to resolve functional queries
- Facilitated Agile ceremonies including sprint planning, backlog refinement, and retrospectives, prioritizing user stories using MoSCoW methods and tracking progress in Jira to maintain 90% sprint completion rate

Certify Global Inc

Feb 2020 – Nov 2021

Quality Business Analyst

- Worked from product conception to delivery in a startup environment, helping build the OnePay payment gateway from scratch and partnering with engineering teams to deliver scalable payment solutions
- Facilitated client demos, walkthroughs, and training to ensure smooth onboarding and adoption of payment solutions.
- Built TFS Scrum boards to track feature development, testing, and timelines, improving transparency and coordination across cross-functional teams
- Coordinated UAT and QA efforts across developers, testers, and technical support teams, ensuring successful product launches within client timelines.

SKILLS

- **Business Analysis:** Requirements Elicitation, Gap Analysis, Business Process Modeling (AS-IS/TO-BE), User Stories & Epics, BRD/FRD Documentation, Use Case Development, Stakeholder Management, JAD Workshops, UAT Coordination
- **Data Analysis & Visualization:** SQL (BigQuery, Snowflake, Oracle), Python (Pandas, NumPy), R, Tableau, Power BI, Excel (Advanced - Pivot Tables, VLOOKUP, Macros), Exploratory Data Analysis (EDA), Statistical Analysis, Predictive Modeling, Scenario Analysis, Simulation Modeling, Data Quality & Validation
- **Product Management:** Product Roadmaps, Backlog Management, Feature Prioritization (MoSCoW, RICE), KPI Tracking, A/B Testing, User Behavior Analytics, Product Analytics, Wireframing & Mockups (Figma, Balsamiq)
- **Supply Chain & Operations Analytics:** Inventory Optimization, Demand Forecasting, Purchase Order Analysis, Lead Time Modeling, ROI Analysis, Working Capital Optimization
- **Agile & Project Management:** Scrum & Agile Methodologies, Sprint Planning, Backlog Grooming, Retrospectives, Jira, Confluence, Azure DevOps, Smartsheet, Stakeholder Communication, Cross-functional Team Leadership
- **Tools & Technologies:** API Testing (Postman), ETL Processes, Data Profiling, Process Flow Diagrams (Visio, Lucidchart), STTM Documentation, Database Management, SharePoint, Git, Jupyter Notebook

PROJECTS

Fraud Analytics Dashboard for Financial Transactions | Python, Tableau, EDA

Jan 2025 – Apr 2025

- Built an interactive Tableau dashboard and conducted Python-based EDA on 500+ bank transactions to identify fraud trends by time, geography, transaction type, and demographics
- Identified vulnerable ATM usage patterns, high-risk user segments, and transaction anomalies during morning hours, recommending risk-mitigation strategies including targeted monitoring and infrastructure improvements

Retail Sales and Customer Data Analysis | Oracle SQL, Statistical Analysis

Sep 2024 – Dec 2024

- Modeled customer, sales, and store relationships using SQL ERD; conducted data cleaning, hypothesis testing, and regression analysis to identify profitability drivers
- Identified key profitability drivers including high-margin categories and discounting strategies, delivering actionable recommendations to improve underperforming stores

PROFESSIONAL DEVELOPMENT & RECOGNITION

- **Certifications:** McKinsey Forward Fellow (**Dec 2025**) | Agentic AI for Future Leaders (**Nov 2025**) | AI in the Workplace (**May 2025**) | BCG Strategy Consulting Simulation (**Nov 2024**) |
- **Awards:** Applause Award at Deloitte (**Sep 2022 & May 2023**) | Rockstar Award at Certify Global (**Dec 2020**)