

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 <i>Master's in Business Analytics (GPA 3.9)</i>	Sep 2024 - Dec 2025
Visvesvaraya Technological University, Bangalore, India <i>Bachelor's in Telecommunication Engineering</i>	Aug 2013 - July 2017

RELEVANT EXPERIENCE

Franklin Sports <u>Analytics Consultant - Capstone</u>	Sep 2025 - Dec 2025
<ul style="list-style-type: none">Developed predictive model forecasting Amazon purchase order patterns for 500+ SKUs by analyzing demand trends, inventory flows, and lead time variabilityBuilt 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 impactsSynthesized complex analytical findings into executive-ready recommendations, translating statistical models and supply chain metrics into actionable business insights for Franklin Sports stakeholders	
Deloitte Consulting <u>Business Analyst</u>	Jan 2022 - Aug 2024

Certify Global Inc <u>Quality Business Analyst</u>	Feb 2020 - Nov 2021
<ul style="list-style-type: none">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 solutionsFacilitated 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 teamsCoordinated 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
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- 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
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- 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**)