

SRI RANGA VINAY ANNA

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CORE COMPETENCIES:

- Financial Modeling & Analysis
- Strategic Planning & Marketing
- Product Development/Strategy
- Data Analysis
- Data Visualization
- Spreadsheet Modeling

EDUCATION:

Master of Science, Management Science | GPA (3.7/4.0) | University of Texas at Dallas | December 2017

Master of Science, Innovation and Entrepreneurship | GPA (3.5/4.0) | University of Texas at Dallas | December 2017

- Letter of Appreciation from former President Bill Clinton for organization of Hult Competition
- Recognized as the top student ambassador, earning a meet-up with Dell Technologies CEO, Michael Dell

Bachelor of Engineering, Electronics and Communication | GPA (3.2/4.0) | K L University | April 2014

EXPERIENCE:

Standav Corp | San Francisco, CA

Strategy Analyst, 03.2018 – Present

- Provided insights and actionable recommendations to product management team by performing deep analysis.
- Collaborated with cross functional teams to inform pricing decisions which supported the growth of the business, by providing qualitative and quantitative analysis on new market opportunities and upsells.
- Managed, maintained, and reconciled firm's strategic plan, rolling forecasts, and financial projections.
- Implemented key strategic and operational initiatives by developing plans and managing resources.
- Developed visually impactful dashboards in Tableau and Excel for data reporting by using Vlookups and pivot tables.

Omnitracs LLC. | Dallas, TX

Corporate Innovation Intern, 12.2016 – 07.2017

- Increased sales representative's performance by 15% by providing training programs and materials.
- Analyzed and streamlined processes and procedures for the Uber-for-Trucking division of Omnitracs LLC.
- Collected, analyzed and reported data to track sales performance and other key metrics to C-level Executives.
- Conducted extensive analysis on primary and secondary research data, explored the findings with key stakeholders and collaborated with engineering team to develop key features which increased consumer satisfaction by 5%.
- Responsible in creating a brand innovation strategy which resulted in 15k+ drivers and 200 shippers into the platform.
- On-boarded 25 new partners as part of go to market strategy and created frameworks to manage partnerships.

The University of Texas at Dallas | Richardson, TX

Social Enterprise Research Assistant, 01.2016 – 06.2016

- Facilitated research professor in social and business enterprise data collection and business model analyzing to develop strategies for productivity and profit improvement.
- Analyzed data using statistical methods, interpreted results, and offered product development recommendations.
- Used value curve analysis to compare the attractiveness of clients offerings and reported growth opportunities.

Verb Inc. | Austin, TX

Student Partner/Ambassador, 09.2012 – 10.2014

- Led design and strategy of cancer awareness events, developing marketing content and coordinating citywide events.
- Successfully referred 142 projects, 19% of total projects, to the Big C Competition organized by Livestrong Foundation & Verb Inc. Administered personal mentoring sessions with students.

Lampex Electronics Ltd. | Hyderabad, India

Operations Intern, 12.2013 – 4.2014

- Oversaw and managed production of 100,000 electronic billing machines and completed production ahead of schedule. Reduced project operating costs by 5% by applying engineering technique modifications.

ADDITIONAL INFORMATION:

Key Skills: MS Excel (Advanced), MS Office, Project, Salesforce, R, STATA, SPSS, .Net, Python, SQL and Tableau