Chinmay Suryarao

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Experienced professional with a blend of business and technical acumen, having over 3 years of expertise in uncovering valuable insights and patterns within vast datasets, fueling impactful decision-making and client satisfaction. Eager to contribute analytical proficiency to a dynamic, growth-oriented organization.

SKILLS

- **Languages, Frameworks & Tools::** SQL, Python, AWS Athena, Bigquery, AWS EMR, Pandas, Numpy, Streamlit, Excel, Google Sheets, Boto3, Google Cloud API, Regular Expressions (Regex), Gitlab, Linux, Bash
- **Visualization::** PowerBI, Matplotlib, Seaborn
- **Statistical Techniques::** Exploratory Data Analysis, Descriptive Analytics, Regression Analysis, Predictive Analytics, Time Series Analysis, A/B Testing, Hypothesis Testing

WORK EXPERIENCE

Demandbase • **Remote** • **July 2020 - November 2023**
Data Analyst • **Full-time**

- Successfully transformed clients' go-to-market approach by designing ICP Models, strategically segmenting the competition market, and analyzing large-scale datasets (500M+ rows) such as Technographics, Employee Data, Firmographics, Job Postings, Intent data, resulting in improving customer acquisition by 40%.
- Designed a robust model for identifying Adoption-Deadoption trends using the company's install base, providing deeper insights into technology investments, resulting in improving the Sales and Revenue team's market efficiency, driving strategic decisions, and maximizing ROI.
- Improved technographic dataset quality by 15% through collaborative efforts with Engineering and Product Managers, defining KPIs, refining data mappings, monitoring regressions, and addressing outliers and false positives.
- Delivered end-to-end monthly and quarterly Techno data deliverables for Fortune 500 clients, meticulously overseeing gap analysis, refresh cadences, and stringent data quality checks.
- Designed and maintained a QC automation tool leveraging SQL, Python, AWS cloud API, and Git to streamline Quarterly Data Refresh. Automated a 30-point data sanity checklist, saving 8 hours of manual effort and enhancing operational efficiency.
- Optimized and customized the Adhoc Refresh tool, enhancing its configurability to efficiently fulfill daily ICP data requests, and improving turnaround time by an impressive 50%.
- Designed and maintained a dynamic Technographic Data Refresh KPIs and milestones dashboard using PowerBI for team leadership to have a 360 view into Data Refresh done on a QoQ basis.
- Improved ICP data request handling by training 5 new analysts through planned knowledge-sharing sessions, making them independent in owning ICP data requests.

DemandMatrix • Remote • February 2020 - June 2020

Data Analyst Intern • Full-time

- Acquired knowledge in the Technographics domain by collaborating closely with domain specialists and project managers for delivering presale requests.

EDUCATION

Savitribai Phule Pune University

Bachelor Of Computer Engineering • Pune, Maharashtra, India • GPA: 8.89 • July 2016 - May 2020