

Yashasvi Chandrabhatta

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EDUCATION

University of California, Riverside

June 2020

Bachelor of Science in Business Administration, Finance Concentration

PROFESSIONAL EXPERIENCE

Sales Development Representative

PitchBook Data

August 2020 – Present

- Complete 90+ tasks a day involving sending emails, calls, and LinkedIn messaging
- Strategize and sequence email campaigns to increase open rates on emails
- Leverage Outreach, Salesforce, Bizible, and LinkedIn Sales Navigator to increase workflow efficiency
- Prospect accounts within Salesforce to add contacts and book additional meetings
- Book 32 meetings in the first month of working off of inbound leads

Program Assistant

August 2019 — June 2020

University of California, Riverside: Student Life

Riverside, CA

- Developed a new leadership certificate program to help students become active leaders in their communities
- Assisted students/community with any questions regarding UCR
- Created a database of 30+ California universities and their community engagement programs on Excel

Advisor Development Program Summer Analyst

June 2019 — August 2019

Bank of America

Redlands, CA

- Presented capstone project to regional market leader on how to deepen client relationships
- Assessed three client case studies and offered advice on which financial strategies would best suit clients' needs
- Dissected findings of case studies to 7 managers and VP Financial Solutions Advisor
- Shadowed Financial Solutions Advisor and conducted 10+ informational interviews to learn about asset management strategy

Director of Campus Events

April 2018 — June 2019

Associated Students Program Board: Campus Entertainment

Riverside, CA

- Cold called/emailed vendors while adhering to campus climate and policy
- Executed 10+ large-scale events focused on school spirit, alternative entertainment, and comedy for a student population of 20,000+
- Developed event operations and logistics schedules, event diagrams, performance schedules, program outlines, and technical/hospitality riders
- Coordinated logistics meetings and communicated with University partners and vendors regarding all details of events
- Prepared and managed a budget of over \$170,000

Finance, Accounting, and Management Intern

July 2017 — August 2017

OneOC

Santa Ana, CA

- Updated and maintained dashboards for Business Services on Salesforce
- Analyzed Statements of Activities, Cash Flow, Financial Position, and General Ledger for trends and patterns to help with budgeting for the upcoming fiscal year
- Invoiced clients for both Accounts Payable and Receivable by using QuickBooks
- Kept fiscal projects up to date on their financials and paperwork by uploading files to the Extranet cloud

RELEVANT PROJECTS AND COURSES

Papers/Financial Projects

- Analyzed risk of Advanced Micro Devices (AMD) through using time-regression models, such as the Fama-French and Capital Asset Pricing Model
- Created a five-year beta calculator on Excel
- Devised a marketing plan to create a new, cheaper brand of iPhones that sell exclusively internationally to build global consumer base
- Researched the Dodd-Frank Act and its impact on the financial services industry today

Coding Projects

- Built a functional password generator using Javascript
- Collaborated and created an app utilizing two APIs to give you food options and recipe options to choose from
- Created a weather application that tells you the UV Index, and gives you a Five Day Forecast for any city in the world

IMPACT

- Created an e-commerce store specialized in selling wireless chargers
- Ran ads on Facebook and reached over 49,000 people
- Set up abandoned cart flows on Klaviyo to integrate it with Shopify store

SKILLS

- Advanced knowledge of Salesforce, Outreach, and LinkedIn Sales Nav
- VLOOKUP's and Pivot Tables on Excel
- Proficient in HTML, CSS, Javascript, and JQUERY

- Bilingual (Telugu and English)