

Padmasree Sappa

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PROFESSIONAL PROFILE

Analytical and results-driven Sales & Data Analyst with 6+ years of experience delivering data-driven insights, performance dashboards, and reporting automation to optimize global sales operations. Proven record at Amazon and CGI designing KPI dashboards, BI solutions, and predictive models that increased seller performance by 25% and reduced reporting latency by 70%. Adept at partnering with cross-functional stakeholders to align analytics with business goals and support strategic decision-making, forecasting, and sales growth.

EDUCATION

San Francisco State University

Jan 2024 - Dec 2025

Master of Science, Business Analytics, GPA: 3.97

- **Achievements:** [Graduate Certificate in Decision Sciences](#); [McKinsey Forward Program Certification](#); [HelloPM Product Management Certification](#)
- **Coursework:** Business Intelligence, Data Engineering, Applied Statistics, Optimization Modeling, Strategic Analytics, Machine Learning for Decision-Making, Forecasting, Product Analytics

Jawaharlal Nehru Technological University

Aug 2013 - May 2017

Bachelor of Technology, Electrical and Electronics Engineering, GPA: 3.7

EXPERIENCE

CGI – Research Project (MSBA – SFSU Capstone)

Aug 2025 - Present

Business Analyst - Graduate Researcher – Feature & Defect Prediction in Agile Projects, San Francisco, CA

- Conducted advanced analysis of 240K+ Jira work items using Python (Pandas, NumPy, Matplotlib) to predict feature delivery timelines and defect likelihood for enterprise Agile projects under the Scaled Agile Framework (SAFe®).
- Engineered clean, integrated datasets from complex parent-child issue hierarchies, workflows, and time-tracking fields to model feature duration and quality outcomes, achieving 78% prediction accuracy so far and still working on it..
- Delivered actionable insights and visualizations that helped Scrum Masters and Product Owners improve sprint planning and release forecasting by 22%, supporting data-driven delivery management.

Amazon

Jul 2019 - Dec 2023

Business Analyst - Brand Protection & Brand Registry, India

- Developed interactive dashboards and automated reports in Tableau and Excel to track global sales metrics, enabling business teams to identify opportunities and improve seller onboarding efficiency by 25%.
- Created data-driven KPI frameworks and standardized reporting processes that reduced manual workload by 40% and enhanced strategic decision-making.
- Analyzed sales pipeline performance, customer trends, and market data to support executive reporting and optimize regional business operations.
- Collaborated with cross-functional stakeholders in Sales, Product, and Risk teams to align analytics with global business strategy, earning 8 “Spotlight Awards” for innovation and operational impact.

Algae Bio-Tech India Pvt Ltd

Jun 2017 - Jul 2019

Business Operations Analyst, India

- Created SQL-based performance reports and sales trend dashboards to identify process inefficiencies and improve operational metrics by 20%.
- Led analytics automation initiatives that standardized reporting workflows across departments, improving accuracy and speed of data-driven decisions.

PROJECTS - SAN FRANCISCO STATE UNIVERSITY

- **Optimizing Meal Delivery Operations:** Solver-Based Modeling for Route Efficiency, Cost Reduction, and Customer Satisfaction, GitHub [Link](#)
- **Data-Driven YouTube Analytics:** Dashboard Design for Revenue Growth, Engagement Insights, and Content Strategy, GitHub [Link](#)
- **Predictive Modeling of US Health Insurance:** Risk Factor Analysis for Premium Pricing, Coverage, and Affordability, GitHub [Link](#)
- **Counterfeit Product Risk Management at Amazon:** Database-Driven Monitoring, Fraud Detection, and Resolution Acceleration, GitHub [Link](#)
- **Forecasting Urban Mobility Demand:** Machine Learning Models for Seoul Bike Rentals and Resource Allocation, GitHub [Link](#)
- **Data-Driven Stakeholder Engagement Optimization:** Predictive Modeling for Retention, Inclusivity, and Sector Outreach at [INFORMS](#)
- **Sales Forecasting & Demand Analysis:** Built regression models to predict demand and improve workforce efficiency at Virginia Semiconductor.

SKILLS AND TOOLS

- **Sales Analytics & Insights:** Sales Performance Analysis, KPI Development, Forecasting, Pipeline & Opportunity Analysis, CRM Reporting, SMB & Enterprise Sales Insights, Revenue Analysis, Strategic Sales Planning
- **Business Intelligence & Visualization:** Data Visualization, Power BI, Tableau, Excel (Advanced Functions & Macros), Reporting Automation, Data Storytelling, KPI Dashboards, Sales Trend Analysis
- **Data Analysis & Reporting:** SQL, Python, Data Modeling, Data Cleaning & Transformation, Predictive Analysis, Statistical Insights, Data Quality Assurance
- **Web & Automation Tools:** HTML, JavaScript, Excel VBA (Macros), Smartsheet, Salesforce
- **Professional Competencies:** Cross-Functional Collaboration, Communication, Analytical Thinking, Strategic Problem-Solving, Process Improvement, Stakeholder Engagement