VISHWAS RAO

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EDUCATION

Master of Science in Business Analytics
University of Illinois, Champaign, IL (August 2023 – May 2024) (Current GPA 3.5)

Bachelor of Science in Operations Management and Information Systems
Northern Illinois University, DeKalb, IL (August 2017 – May 2021)
Major in Operations Management and Information Systems | Minor in Data Analytics (GPA of 3.0)

TECHNICAL PROFICIENCIES

Data Visualization: Tableau | Excel | Microsoft Power BI | SAS Viya | Power Pivot

Data Analysis: Machine Learning with R | SAS Programming | Decision Analysis | SQL | SAS Enterprise Miner

Machine Learning: Regression | Classification | Clustering | Wolfram Mathematica

Database: PostgreSQL | MySQL | Oracle | SQL Server | MongoDB | Amazon Cloud

AI Tools: Creating AI chatbots with Botpress | Open AI API | HeyGen | Kowledge of LLMs

PROFESSIONAL EXPERIENCE

Horizon Hobby, Champaign, IL   **August 2023 – April 2024**
Business Development Intern

- Participated in an in-depth demographic and market segment exploratory data analysis (EDA), identifying key engagement and revenue trends that informed marketing and inventory strategies.
- Assisted in optimizing Shopify sales data analysis for product categorization and sales forecasting, contributing to more targeted marketing campaigns and efficient inventory management.
- Played a key role in performing RFM analysis, aiding in the refinement of customer loyalty programs which led to improved customer engagement and sales.

Discovery Partners Institute, Chicago, IL   **December 2023 – April 2024**
Business Development Intern

- Analyzed and compared global AI governance frameworks, contributing to a foundational whitepaper used to showcase DPI's AI solution capabilities to clients.
- Engaged in team-based research to identify and assess AI safety solutions, enhancing DPI's approach to AI security and risk mitigation.
- Contributed to the formulation and execution of a go-to-market strategy for AI solutions, playing a role in a successful client pilot project that elevated DPI's status as a leader in AI safety and ethics.

Bamboo Rose, Boston, MA   **August 2021 – January 2023**
Implementation Consultant

- Collected requirements from external parties and effectively communicated them to internal technical teams, ensuring clear understanding and smooth collaboration.
- Documented process flows in Microsoft Visio swim lanes to visually represent the customer's Product Lifecycle Management (PLM) processes, ensuring clear understanding of the product customizations required for each engagement.
- Developed comprehensive training documents, demos, and training sessions to educate users on usage of the new product, and optimizing user experience as they transitioned operations to the new system.

- Analyzed client implementation requirements and developed data mapping sheets to map the customer's data to the target fields based on the customer's processes, software configuration requirements and its customization capabilities