Girishanushcalepeckaw (Girisha) Goggireddi

lipikareddi@gmail.com | (203) 428-8626 | [LinkedIn](#) | Hoboken, NJ | Open to relocate

EDUCATION

Stevens Institute of Technology, The Stevens School of Business   **Aug 2023 - May 2025**
Master of Business Administration (MBA) in Analytics (STEM)   **Hoboken, NJ**
GMAT: 730; Provost Scholarship of $20k (Merit-based); Member, Beta Gamma Sigma Honor Society   **GPA: 3.9/4.0**
Coursework: Data Analytics and Machine Learning, Corporate Finance, Applied Analytics, Business Analytics, Strategic Management, Investment Management, Fixed Income, Fundamentals of Consulting.

Vignan's Foundation for Science, Technology & Research, AP, India   **Jul 2018 - Aug 2021**
Bachelor of Business Administration, Finance   **Guntur, India**
University Gold Medalist, Academic topper (Rank 1)   **GPA: 4.0/4.0**
Coursework: Business Finance, Mathematics, Statistics, Financial Derivatives, Strategic Financial Management, IT tools for business, Micro and Macro Economics, Operations Research, Financial and Cost and Management Accounting.

SKILLS

Technical Capabilities: SQL, Python, SAS, Tableau, Power BI, Advanced Excel, Capital IQ, Pitchbook, PowerPoint, Visio, Teams, Securities Industry Essentials (SIE), Bloomberg

Financial, Business & Analytical Skills: DCF & financial modeling, Bond valuation, FP&A, Budgeting, Scenario and Sensitivity Analysis, Financial Statement Analysis, M&A and LBO modelling, Data visualization, Product management, KPI development, Strategic Planning, Market & Competitor analysis, Project Scheduling.

WORK EXPERIENCE

Stevens Institute of Technology   **Sep 2024 - May 2025**
Teaching Assistant for BT 301 Strategy and BT 401 Advanced Strategy   **Hoboken, NJ**
- Assisted Professors in preparing and delivering course materials, graded assignments, quizzes, and exams, and managed attendance and class participation of 200 students and provided one-on-one academic guidance to enhance understanding of complex business strategy concepts.

MBA Consultant, Capstone Project for Whitestone Analytics   **Sep 2024 - Dec 2025**
- Led a team to conduct research, evaluate, recommend and implement Snov.io over Rocket Reach for   **Hoboken, NJ**
cost-effective M&A client research and lead generation.
- Delivered data-backed recommendations based on cost analysis, ROI, lead quality, integration analysis, reviews and features, resulting in improved client research efficiency and reduced acquisition costs

Inture Software   **Aug 2021 - Jul 2023**
Business Analyst   **Hyderabad, India**
- Built advanced financial models, including Discounted Cash Flow (DCF), Sensitivity and Scenario Analysis to support internal investment decisions and strategic planning
- Leveraged Power BI to design dynamic financial dashboards, facilitating comprehensive data visualization and analysis.
- Compiled and analyzed monthly performance reports, incorporating budget variance analysis using Excel and Tableau
- Created an extensive Key Performance Indicator (KPI) report for the business using MS Excel, PowerPoint, and Tableau.
- Led improvements in financial forecasting and budgeting processes, achieving a 9% increase in budget accuracy.

MyCaptain   **May 2020 - Jan 2021**
Business Development Analyst Intern   **Bengaluru, India**
- Developed interactive Power BI dashboards, visualizing key performance metrics such as customer acquisition costs and conversion rates and ROI by campaign
- Designed data-driven sales presentations with Excel-based financial models, offering strategic insights that resulted in a 5% revenue boost from new clients and contributed to a 3% growth in overall company earnings.

ACADEMIC PROJECTS

Portfolio Management Game | Investment Management Course
- Acted as Chief Risk Officer for a student-run portfolio simulation based on Goldman Sachs' Dual Beta Basket strategy
- Monitored portfolio exposure, assessed market risk, and adjusted allocations using IBKR tools and live data
- Regularly referenced Goldman Sachs equity research and macroeconomic indicators to guide trade decisions and manage portfolio risk

Data Dashboards | SQL, Power BI, Tableau, RapidMiner
- Built interactive dashboards and pulled business insights from datasets like COVID-19 trends, FIFA player stats, and Airbnb listings. Focused on making complex data easy to understand and visually engaging.

Dropbox Valuation | Excel, DCF, Beta
- Valued Dropbox using Excel-based financial models, including discounted cash flow and beta estimation. Applied finance concepts to assess the company's intrinsic value and test different assumptions through sensitivity analysis.

EXTRACURRICULAR ACTIVITIES

Beta Gamma Sigma, Member   **Mar 2025 – Present**
Graduate Consulting Club, Member   **Sep 2023 – May 2025**