**Girisha Goggireddi**

lipikareddi@gmail.com | [LinkedIn](http://www.linkedin.com/in/girisha-goggireddi) | Hoboken, NJ

**EDUCATION**

**Stevens Institute of Technology**  **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, Applied Analytics, Business Analytics, Multivariate Data Analysis, Corporate Finance, Strategic Management, Investment Management, Fixed Income, Fundamentals of Consulting.

**Vignan’s Foundation for Science, Technology & Research Jul 2018 - Aug 2021**

Bachelor of Business Administration, Finance **Guntur, India**

University Gold Medalist, Academic topper (Rank 1)**;** Student leader (Dept of Management Studies) **GPA: 4.0/4.0**

**Coursework:** IT tools for business, Project Management, Business Mathematics, Statistics, Financial Derivatives, Strategic Financial Management, Micro and Macro Economics, Operations Research, Financial and Cost and Management Accounting.

**SKILLS**

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

**Skills**: Agile/Scrum, Sprint Planning, Team Collaboration, Situational Intelligence, DCF & financial modeling, Bond valuation, FP&A, Budgeting, Scenario and Sensitivity Analysis, Financial Statement Analysis, M&A and LBO modelling, Product management, Strategic Planning, Market & Competitor analysis, Project Scheduling, Communication, Client Engagement.

**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
* Provided one-on-one academic guidance to enhance understanding of complex business strategy concepts.

**Whitestone Analytics (Capstone Project) Sep 2024 - Dec 2025**

**MBA Consultant Hoboken, NJ**

* Led a team to conduct research, evaluate, recommend and implement Snov.io over Rocket Reach for cost-effective M&A client research and lead generation.
* Delivered client-ready implementation roadmap based on cost analysis, ROI, lead quality, integration analysis, reviews and features, resulting in improved client research efficiency and reduced acquisition costs.

**Family-Owned Real Estate Business Aug 2021 – Jul 2023**

**Investment and Operations Guntur, India**

* Analyzed market data, pricing trends, and legal documents to support land acquisition and resale decisions
* Maintained cost tracking and assisted with forecasting for small-scale property investments
* Created Excel-based reports and scenario models to inform deal execution and budget planning

**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**

**Power BI-Style SQL Analytics Dashboard| Python, SQL**

* Built an interactive dashboard with real-time SQL querying and dynamic data visualizations using Plotly.js and sql.js.
* Enabled users to explore business KPIs, trends, and customer insights through custom SQL queries and responsive charts.
* Delivered a seamless, single-page analytics experience deployable on GitHub Pages

**Customer Retention Strategy for SaaS Startup| Agile/Scrum**

* Developed a customer retention strategy for a SaaS startup using solo Scrum, completing 2 sprints in 20 hours.
* Analyzed churn with SQL and Power BI, proposed retention tactics, and modeled ROI in Excel, delivering a 10-slide PowerPoint deck and 5-page report.

**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.

**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
* Referenced Goldman Sachs equity research and macroeconomic indicators to guide trade decisions and manage portfolio risk

**EXTRACURRICULAR ACTIVITIES**

**Beta Gamma Sigma**, Member                                                                                                            **Mar 2025 – Present**

**Graduate Consulting Club**, Member **Sep 2023 – May 2025**