# Tejaswini Kalyanasundaram

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## Experience

**Madden global solutions, Inc.** — Jul 2022 – Dec 2022
**Business Analyst Intern** — Quincy, Massachusetts

- Delivered precise weekly Point of Sale (POS) reports for clients (Costco, BJs) using Excel and Tableau, resulting in a 15% increase in data accuracy and enabling data-driven decision-making.
- Applied Waterfall visualization method to create trendlines and drive KPIs, which led to a 10% increase in overall project efficiency and expediting delivery by 15%
- Facilitated Scrum meetings and delivered insightful progress reports on brand enhancement, risk assessments, and mitigation strategies to Stakeholders (Director, VP and CFO).
- Reduced time-to-market by 30% by utilizing Power BI for post-marketing event analysis dashboards, delivering insights that contributed to a 20% improvement in marketing campaign ROI.
- Evaluated customer behavior based on POS data and recommended a loyalty points program that increased customer retention by 42%

**Amazon Development Center** — Mar 2021 – Jul 2021
**Senior Associate, Selling Partner Support** — Chennai, India

- Implemented cost-saving opportunities by optimizing resource allocation and streamlining workflow processes within the Amazon Brand Registry project, leading to a noteworthy 15% reduction in project costs.
- Collaborated with cross-functional teams to develop and implement merchandise concepts, ensuring alignment with brand guidelines and market trends.
- Prioritized backlog items based on ROI potential, technical feasibility and Amazon Criterion, resulting in a 25% increase in development team productivity and on-time delivery of critical features.
- Ensured compliance with regulatory requirements, internal policies, and industry best practices, resulting in a 100% audit compliance rating and zero regulatory violations

**Phifer, Inc.** — Oct 2019 – Feb 2021
**Senior Project Executive** — Chennai, India

- Streamlined supply chain operations, implementing Lean Six Sigma methodologies, resulting in a significant 20% reduction in excess inventory and achieving 10% lower costs.
- Facilitated collaboration and reduced project dependencies (using Critical Path Method) by bridging Stakeholders, Project team, Supply Chain team and external vendors/contractors.
- Supervised operational, service and administrative teams achieving a 25% increase in demand forecast accuracy, project budgeting and enabling better resource allocation.
- Utilized Tableau to create comprehensive stock inventory trend lines, enabling accurate prediction of future sales and supporting data-driven decision-making.
- Conducted comprehensive supply chain analyses using R and Python, leading to a 10% reduction in supply chain bottlenecks and a 6% increase in operational efficiency.

**Project Executive** — Oct 2018 – Oct 2019

- Led a project to streamline the product development process, reducing the time to market by 3 weeks and saving the company $20,000 in development costs.
- Developed business intelligence reports and dashboards using CRM to support business decisions for stakeholders and senior management.
- Produced high-quality project deliverable using WBS, including project charters, requirement documents, and user acceptance test plans, resulting in a 95% stakeholder satisfaction rating.

## Education

**Northeastern University** — Sep 2021 – Jun 2023
**Master of Science in Project Management** — Boston, Massachusetts

**Relevant coursework**: Business analytics, Project Scheduling and Cost planning, Project Scope Management, Project quality management, Project risk management, Agile Methodologies.

**Sathyabama Institute of Science and Technology** — Jul 2014 – May 2018
**Bachelor of Technology in Information Technology** — Chennai, India

## Skills & Certifications

**Skills**: Microsoft (Office,Excel, Project),Tableau, CRM, ERP, Google Analytics, Risk Assessment, JIRA, Retail Solutions Software, RiskyProject, Qualtrics, Waterfall and Agile methodologies

**Certifications**: Certified ScrumMaster (CSM), Harvard ManageMentor: Project Management, Lean Six Sigma