KARRTHIK R VISHNUBHOTLA

Arlington, VA • +1-(703)-945-7876 • karrthik10@gmail.com • linkedin.com/in/karrthik-r-vishnubhotla

PROFESSIONAL SUMMARY

Strategic Project Management and Business Analysis professional with 6+ years of global experience leading analytics, technology enablement, and operational transformation initiatives. Adept at bridging business goals with technical execution, driving enterprise programs valued between $500K–$3M across automotive, consumer goods, financial, and education sectors. Proven expertise in stakeholder management, process optimization, and data-led decision-making that accelerates delivery efficiency and business outcomes.

SKILLS

- **Project Management:** Agile & Waterfall Delivery, PMO Governance, Risk Tracking, Roadmap Planning, UAT & QA
- **Business Analysis & Solutioning:** Requirements Gathering, BRD/FSD Documentation, Data Migration, API Architecture, Gap Analysis
- **Consulting & Collaboration:** Strategy Alignment, Client Engagement, Joint Application Development (JAD) Sessions, Process Optimization
- **Tools & Technology:** Power BI, Jira, Airtable, Azure Boards, Zoho CRM, MS Project, Qualtrics XM, Google Sheets, MS 365 Suite

PROFESSIONAL EXPERIENCE

IT Business Analyst - RupaVira's Services, LLC - March 2025 – Present - Ashburn, VA

- Led **data-driven transformation** for a regional food services enterprise, developing analytics dashboards that optimized product pricing and improved profitability by **15%**
- Directed **system audits and UAT cycles**, ensuring 100% compliance with POS security and operational integrity standards
- Integrated cross-departmental reporting between finance and marketing, enabling leadership to make informed, data-backed decisions

Project Assistant - GWU – Office of Innovation and Entrepreneurship - February 2024 – December 2024 - Washington, D.C.

- Designed **Airtable-based reporting automation**, reducing manual reporting time by **60%** and improving leadership visibility into engagement metrics by **40%**
- Captured business requirements and conducted **feasibility analysis** for process improvements, increasing operational efficiency across multiple projects
- Provided **system implementation recommendations** adopted by leadership for ongoing digital transformation initiatives for the Portfolio value of $200K across academic innovation and process digitization initiatives

Global Project Manager - Ugam Solutions Pvt. Ltd. (Merkle) - September 2022 – July 2023 – Remote

- Managed a **$3M portfolio of analytics and technology enablement projects** for **Fortune 500 clients** in the **automotive and consumer goods sectors**, driving digital transformation and improving delivery efficiency by **35%**
- Standardized **project governance frameworks** across three delivery centers, improving transparency and accountability across all business units
- Facilitated **JAD workshops** integrating product, QA, and analytics teams, reducing rework cycles by **30%**.
- Implemented **Zoho CRM dashboards** for live project tracking, cutting manual reporting time by **50%** and improving stakeholder communication
- Advanced adoption of **Agile practices**, enabling iterative delivery and quicker client feedback loops

Project Lead - Kantar GDC Pvt. Ltd. - September 2020 – September 2022 – Remote

- Directed a **$1.8M enterprise project portfolio** for **Fortune 500 clients** in the **automotive and consumer goods sectors**, aligning analytics and automation projects to key business KPIs.
- Authored **60+ user stories and specifications**, enabling cohesive collaboration between business analysts, developers, and QA teams.
- Delivered **98% defect-free releases** by implementing test case automation and continuous validation frameworks.

- Developed standardized **delivery documentation models**, reducing rework by **25%** and improving stakeholder satisfaction.
- Supported **data modernization programs** across global business units, enhancing data accuracy and operational agility

Project Management Executive - Nielsen India Pvt. Ltd. - September 2019 – June 2020 - Mumbai, India
- Managed an **enterprise project portfolio worth $200K** for **Fortune 500 clients** in the **automotive and consumer goods sectors**, overseeing survey automation and process efficiency initiatives
- Coordinated cross-functional teams to ensure timely delivery and 100% adherence to client SLAs
- Developed **risk logs, SoWs, and project schedules**, strengthening governance for enterprise reporting engagements
- Improved quality assurance and communication workflows across regional delivery centers

Executive Data Acquisition - Kantar Operations - January 2017 - August 2019 - Mumbai, India
- Delivered market research programs across **automotive, consumer goods, financial, and real estate sectors**, ensuring 97% ISO-compliant quality across **160+ projects across a portfolio of $120K**
- Supervised 100+ vendors to optimize global data acquisition workflows, improving project throughput by **20%**
- Implemented **process standardization initiatives**, enhancing scalability and operational reliability
- Supported delivery analytics and performance reporting for regional tracking studies

Internship and Capstone Projects
Product Management Intern - Collective Thoughts LLC - July 2024 – August 2024 - Reston, Virginia (Remote)
- Executed **content migration initiative** (WordPress & SoundCloud → Vercel), improving platform load time and user engagement by **25%**
- Designed **API integration framework** (Supabase + Deepgram) for scalable audio-to-text automation workflows
- Facilitated **Agile sprint cycles** and backlog grooming, ensuring roadmap alignment with UX and engineering priorities
- Conducted competitive benchmarking to guide MVP feature prioritization and product rollout strategy

Capstone Project – Project Delivery Framework for a Project Management Institution – September 2024 – December 2024
- Directed an enterprise-level project controls transformation using Advanced MS Project, managing scope, schedule, budget, risk, and quality across a simulated $2M enterprise portfolio to replicate real-world PMO operations
- Applied Earned Value Management (EVM), schedule forecasting, and cost performance baselines to develop data-driven governance recommendations for executive decision-making
- Delivered a Project Performance Improvement Framework, outlining strategies to strengthen visibility, accountability, and forecasting accuracy across large-scale project portfolios

EDUCATION
The George Washington University School of Business, Washington, D.C., United States
M.Sc. Project Management
Graduated: December 2024, Final GPA: 3.88/4.00
Academic Excellence Award – Master of Science Project Management, George Washington University
University of Mumbai
Master of Management Studies, Major: Marketing and Business Administration | 2017
Bachelor of Commerce, Major: Accounting and Management Studies | 2015