SARVESH KHIRE | Analytics Engineer

sarveshkhire@gmail.com | +1 (858) 319-6427 | LinkedIn | GitHub

Summary

Analytics Engineer with nearly 4 years of experience building scalable data pipelines, analytics transformations in SQL and Spark, and CI/CD workflows to enable data-driven decisions. Proficient in **Snowflake (Cloud Data Platform), dbt, Airflow, SQL, Python, and Reverse ETL**, with a working knowledge of **Salesforce**. Proven track record of empowering Go-to-Market (**GTM**) and cross-functional teams through high-quality data models and dashboards.

Technical Stack

- **Cloud Data Platform/Warehouse:** Snowflake
- **Data transformation & Orchestration:** dbt (data build tool), Snowpark, PySpark, Airflow, Reverse ETL
- **AI tools:** Cursor, Copilot
- **CRM:** Salesforce CRM
- **Analytics & Visualization:** Sigma, Streamlit, Tableau, ThoughtSpot
- **Programming:** SQL, Python, JavaScript, Java, C/C++,
- **Cloud & DevOps:** AWS S3, Azure, GitHub Actions (CI/CD)
- **Data Tools:** Pandas, NumPy, scikit-learn, Jinja Templates, Postgres

Experience

Snowflake, Inc. *– Dublin, CA*
Analytics Engineer II   *(Jan 2024 – Present)*

- **Architected enterprise data models (ETM) on Snowflake** to enable multi-level sales reporting and GTM analytics. Re-designed the sales hierarchy dbt model by optimizing SQL and introducing staging layers—reducing build times from 20–30 minutes to ~5 minutes and substantially improving downstream analytics performance.
- **Developed single source-of-truth opportunities (bookings and pipeline)** model, widely adopted across multiple teams, provided insights into bookings and revenue, directly supporting strategic planning and executive decision-making.
- **Sales-rep–level forecasting datasets**, integrating Salesforce pipeline opportunities and projected revenue. These datasets equipped leadership with granular, forward-looking visibility into pipeline health and revenue attainment, becoming a cornerstone for performance management and quarterly forecasting.
- **Partnered with Sales Operations to implement dbt models for compensation analytics**, leveraging ETM models to define standardized measures and metrics across diverse rep types—including Sales, Sales Engineering, Partner Reps, and Overlay

Specialists. These models powered attainment reporting, gap-to-goal, and scorecard reporting, enabling consistent measurement of productivity, aligning compensation with GTM goals, and helping leadership drive progress toward broader company objectives.
- **Designed Reverse ETL workflows** to unify and enrich account data from multiple sources, surfacing complete account context in Salesforce. This enhanced CRM visibility, streamlined GTM account discovery, and improved rep efficiency.

Snowflake, Inc. *– San Mateo, CA*
Analytics Engineer Intern   *(June 2023 – Sept 2023)*

- Developed a Streamlit-based observability dashboard to monitor Reverse ETL jobs, improving operational visibility.
- Created parameterized dbt models using macros and Jinja for scalable SQL transformations.

Snowflake, Inc. *– Pune, India*
Data Engineer I (Analytics Engineering)   *(Jan 2021 – Aug 2022)*

- Built **ELT pipelines** (Airflow, dbt) to monitor Salesforce platform health, ensuring **stable GTM operations** via accurate resource utilization insights.
- Implemented metrics dashboards for HR, Support, and IT, enabling real-time **analytics** on team performance and system stability.
- Automated **weekly Sales Engineer reports** using dbt snapshots, Snowflake integrations, and email notifications, **streamlining GTM pipeline** tracking.
- Created a CI/CD pipeline with GitHub Actions for Python and SQL code, reducing production errors.
- Built a Snowpipe-based ELT to ingest and transform data from AWS S3 into Snowflake's Cloud Data Platform, accelerating data ingestion.
- Monitored and optimized Airflow pipeline performance with custom dashboards, maintaining high system reliability.
- Integrated PagerDuty on-call schedules with Slack, enabling teams to quickly identify and contact the on-call engineer for issues, incidents, and escalations.

Education

- **University of California, San Diego** (UC San Diego)   *La Jolla, CA. Dec 2023*
  Master of Science in Data Science   **GPA: 4.00 / 4.00**
- **Savitribai Phule Pune University**   *Pune, India. Apr 2020*
  Bachelor of Engineering in Computer Science **GPA: 3.75 / 4.00**

Certifications & Awards

- [Excellence in Academic Achievement Award, UC San Diego](#) (2024)
- [Snowflake SnowPro Core Certification](#) (2022)
- [Salesforce Certified Administrator](#) (2022)

- Winner: Smart India Hackathon (2019)