

# SARVESH KHIRE

Analytics Engineer

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## SUMMARY

Analytics Engineer with ~4 years of experience building scalable ELT pipelines, dbt semantic layers, and GTM analytics on Snowflake. Proven record of partnering with Sales Operations, RevOps, and leadership to deliver trusted KPI definitions, faster model runtimes, and decision-ready forecasting datasets.

## CORE SKILLS

Warehousing and Modeling: Snowflake, dbt, SQL, Ninja, dimensional modeling, semantic layer design

Pipelines and Orchestration: Airflow, Snowpipe, Reverse ETL, data quality validation, observability

Programming and Systems: Python, Snowpark, PySpark, Postgres, GitHub Actions (CI/CD), AWS S3, Azure

Analytics and GTM: Salesforce CRM, Sigma, Tableau, ThoughtSpot, Streamlit, forecasting and compensation metrics

## EXPERIENCE

### Snowflake, Inc.

Menlo Park, CA | Jan 2024 - Present

#### *Analytics Engineer II*

- Architected enterprise GTM data models on Snowflake to support hierarchical sales reporting and standardized KPI definitions.
- Re-designed the sales hierarchy dbt model using SQL optimization and staging layers, reducing build time from 20-30 minutes to ~5 minutes.
- Built a single source-of-truth opportunities model for bookings and pipeline used across multiple teams for planning and executive reporting.
- Delivered rep-level forecasting datasets by integrating Salesforce pipeline and projected revenue, improving visibility into attainment risk.
- Partnered with Sales Operations to build compensation analytics for Sales, Sales Engineering, Partner, and Overlay roles with consistent scorecards.
- Designed Reverse ETL workflows that enriched account context in Salesforce from multiple upstream sources, improving CRM usability and GTM execution.

### Snowflake, Inc.

San Mateo, CA | Jun 2023 - Sep 2023

#### *Analytics Engineer Intern*

- Developed a Streamlit observability dashboard for Reverse ETL jobs, improving operational visibility and troubleshooting speed.
- Created parameterized dbt models with Ninja macros to increase reuse and scalability of SQL transformations.

### Snowflake, Inc.

Pune, India | Jan 2021 - Aug 2022

#### *Data Engineer I (Analytics Engineering)*

- Built Airflow + dbt ELT pipelines to monitor Salesforce platform health and resource utilization for GTM operations.
- Implemented metrics dashboards for HR, Support, and IT teams to track performance and system stability in near real time.
- Automated weekly Sales Engineering reporting with dbt snapshots and Snowflake workflows, reducing manual reporting effort.
- Implemented CI/CD pipelines via GitHub Actions for SQL and Python to improve release consistency and reduce production defects.
- Built Snowpipe ingestion from AWS S3 to Snowflake to accelerate data availability for analytics workloads.
- Monitored and optimized Airflow DAG performance with custom dashboards to maintain high pipeline reliability.
- Integrated PagerDuty on-call schedules with Slack for faster incident routing and escalation.

## EDUCATION

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University of California, San Diego - M.S. in Data Science, Dec 2023 (GPA: 4.00/4.00)

Savitribai Phule Pune University - B.E. in Computer Science, Apr 2020 (GPA: 3.75/4.00)

## CERTIFICATIONS AND AWARDS

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SnowPro Core Certification (2022) | Salesforce Certified Administrator (2022)

Excellence in Academic Achievement Award, UC San Diego (2024) | Winner, Smart India Hackathon (2019)