

Lokesh Bollini

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Summary

Data-driven Business Analyst with 4+ years of experience driving data-informed decision-making, including at Amazon. Expertise in data modeling, ETL processes, statistical analysis, and data visualization to identify trends, optimize performance, and deliver actionable insights. Proven ability to translate complex data into clear, concise recommendations that improve business outcomes.

Work Experience

Research Analyst | University at Buffalo

September 2024 - Present

- Executed in-depth analysis of 25+ research papers on LLM ethics and generative AI, employing hypothesis-driven frameworks to identify strategic technology trends and business implications.
- Presented actionable insights in weekly reports and meetings to inform the university's business and technology initiatives.

Data Analyst Intern | Third Estate Analytics

February 2024 - May 2024

- Accelerated decision-making by 60% by developing a Random Forest-based risk-ranking model using Python and SQL to identify profitable renovation opportunities.
- Developed Tableau dashboards to visualize property risk levels, reducing strategic decision-making time by 55%
- Led stakeholder meetings to define business rules and project scope, translating requirements into Confluence documentation.

Business Operations Specialist | Amazon

February 2021 - May 2023

- Reduced fraudulent transactions by 26%, protecting over \$100M in annual revenue, through exploratory data analysis of seller behavior using AWS QuickSight and SQL.
- Analyzed historical trend/pattern analysis on 5M+ sellers across 25K+ product categories, resulting in a 30% decrease in brand infringement cases and enhanced customer trust metrics.
- Improved operational efficiency by 44% by automating assignment allocation with VBA macros, reducing average handling time (AHT) from 14 to 8 minutes.
- Optimized SQL queries using AWS Redshift to identify high-risk sellers, reducing abuse incident rates by proactively flagging cases.
- Led cross-functional initiatives in an Agile environment, handled ad-hoc projects, and improved executive decision making by 25%.

Business Analyst | Yantai Eddie Co. Ltd.

September 2019 - September 2020

- Served as the point of contact for business and technical stakeholders, developing competitive pricing frameworks that drove revenue growth by 24% to increase profit margin.
- Built interactive Tableau dashboards for analyzing post-sales KPI's and financial metrics, enabling 35% faster decision making.
- Enhanced team capacity by mentoring two interns in client relationship management, enabling them to effectively handle client data updates and contribute to overall team goals.

Business Analyst | Inch Factory

October 2018 - May 2019

- Improved inventory forecasting accuracy by 25% by analyzing sales trends with SQL-extracted data and Excel (pivot tables, VLOOKUP) to track key metrics.
- Created Power BI dashboards for 10+ key performance indicators (KPIs) on user behavior and business performance.

Personal Data Projects

- **End-to-End Spotify Listening Analysis Pipeline & Dashboard (AWS, Airflow):** Engineered a serverless data pipeline on AWS (S3, Redshift) with Apache Airflow (Docker) for ETL orchestration; developed Streamlit dashboard visualizing patterns.
- **Business Case Study - sustAIn:** Developed a comprehensive business plan and financial model for a mobile application, including market analysis and MVP definition. [Link to Case Study](#)

Education

University at Buffalo, The State University of New York | Buffalo, NY

June 2023 - June 2024

Master of Science (MSc), Management Information Systems (GPA: 3.93/4.00)

Visvesvaraya Technological University | Bangalore, India

August 2014 - August 2018

Bachelor Degree (B.E), Mechanical Engineering

Skills

Data Analysis & BI : SQL, t-SQL, Python (Pandas), Statistical Modeling, Tableau, Power BI, AWS QuickSight, Business Intelligence (BI)

Data Warehousing & ETL: Snowflake, Apache Airflow, SSIS, Talend, Data Modeling (Star Schema, Snowflake)

Cloud Technologies: AWS (EC2, S3, Glue, QuickSight, Redshift), Oracle Cloud

Tools & Methodologies: Jira, Agile/Scrum, Git, Excel (Power Pivot, VBA), SAS Programming, SAS Enterprise Miner

Certifications: Google Data Analytics - [Google](#); Snowflake (Data Warehouse) - [Snowflake](#); Google Analytics 4a

Research Publication

Modernizing Legacy Systems (Oct 2023) – Research publication focusing on data governance and SOX compliance for data migrations.

Leadership and Awards

- New York Business Plan Competition (NYBPC) State Finalist (Led a team of 4).
- Amazon Spot Award for process improvement and efficiency gains.