Nanduri Venkata Phani Sai Anirudh (10267425)
Class of 2026

EDUCATION

MBA	BITS School of Management (BITSoM), Mumbai	2026	**Pursuing**	First Rank
B. E. (Mechanical Engineering)	PSG College of Technology, Coimbatore	2018	**7.87/10**	1st Class
Higher Secondary Certificate Exam	Sri Chaitanya Junior College, Hyderabad	2014	**84.3%**	A Grade
Senior Secondary Examination	Sri Chaitanya Techno School, Hyderabad	2012	**8.8/10**	

WORK EXPERIENCE

Accenture Solutions Pvt Ltd: Specialist Data Scientist (May'22-May'24)

Key Achievements	• Recognized as Accenture **Top Data Scientist**, recognizing my performance among the **top 20% globally** • Received total of **11 awards and recognitions** such as the coveted **STAR award** and **IS Elite Advocate**
Product Recommendation Engine	• **Owned** development of recommender algorithm that **reduced** product **selection time** of users by ~**65%** • Built a high accuracy (**~90%**) ML model to predict switch user count for power savings, aiding ESG goals • Developed an **AI-chatbot** to enable faster product recommendation (**~85%**), streamlining user experience • **Boosted new product adoption** by **~20%** by creating a risk framework using warranty, vulnerability, etc. • Converted 4+ PoCs into **~$0.4M project** by leading and developing them after securing VP endorsement • **Collaborated** with design & engineering teams to ensure the final product met the predetermined criteria
Counterfeit Detection	• Led development of AI-ML model to predict counterfeits, preventing business loss worth **~$1+ billion** • Developed rules engine to **reduce time taken** by expert team to identify counterfeit products by **~90%**

BRIDGEi2i Analytics Solutions Pvt Ltd (Acquired by Accenture): Senior Analytics Consultant (Jun'18-Apr'22)

Key Achievements	• Recognized as an **Ai2i icon** for competence in AI/ML skills and **excellence in capability development** • Received a total of **9 awards and recognitions** such as the coveted SPOT, Team, & Torch Bearer award • Trained a total of **~450+** individuals in 4 years on various technologies such as **AI/ML, Excel, and SQL**
Pioneer Analytics Capability Development	• Led a 3-member team to **deliver 3 dashboards**, **saving** an estimated **~$0.25M per year** on manpower • **Created** a **revenue model** to forecast group wise revenue based on business inputs with **~95% accuracy** • **Prevented ~$1.5M target miss** by developing a monitoring dashboard using forecasts & sales behaviour • **Improved client performance (~25%)** through insights from lead funnel, campaigns performance, etc. • Mentored **three** college freshers to autonomously create dashboards and conduct client specific analysis
Sales Target Estimation	• **Analyzed product life cycle** for realized revenue prediction, **reducing** the revenue target gap **by ~30%** • Developed a VBA tool using life cycle curves, **reducing ~95%** manpower for supporting the tool usage
Investment Optimizer	• Developed B2B budget **optimization and simulation algorithms**, integral to a marketing optimizer tool • **Boosted marketing profits by ~6%** and **halved decision-making time** for a **Fortune 500 B2B client** • **Partnered** with engineering, design, and QA teams to **ensure proper functioning** of tool and algorithm
Market Mix Modelling	• Collaborated with **3 cross-functional counterparts** to build a model and presented insights to leadership • Insights contributed to justify **marketing spend of $20M+** by showing marketing contribution of sales
Spend & Tourism Analysis	• **Conducted market research** on SG&A spend by analyzing Fortune 500 companies' financial statements • Persuaded stakeholders to improve the system of estimating tourist spends by presenting a system analysis

SUMMER INTERNSHIP

Galderma India Pvt Ltd. – Business Analytics Intern (Apr'25-May'25)

Commercial Excellence	• Accelerated secondary sales validation by **4–5x** by automating ERP data extraction with SKU mapping • Analyzed 847-distributor survey to **identify inconsistencies**, **driving standardization** across regions • Built in-house consolidation process, **reducing vendor reliance** and **strengthening data governance**

POSITIONS OF RESPONSIBILITY

Vice President Clubs (BITSoM)	• **Elected to Student Council** by 316 peers; steered **governance** and strategy for all 17 clubs • **Led 261 students** across these clubs, driving collaboration & continuity in campus initiatives • Created **SOPs** for event planning & execution, institutionalizing processes for future councils • Streamlined **recruitment of 148 applicants** across clubs by designing a transparent process	2025-2026
POSH Committee (BITSoM)	• Served as ICC (POSH) member, contributing to complaint handling and ensuring compliance • Worked with faculty/admin to ensure fair, confidential resolution aligned with campus policy	2025-2026
SCaLa Lead (BRIDGEi2i)	• Led Excel training and test program of the company end-to-end, training **180+** individuals • Headed SQL training and test program of the company end-to-end, training **90+** individuals	2020-2022 2021-2022
Global Leaders' Forum	• Led YLGC MUN for **3 years** in various capacities by selecting judges & getting participants • Organized **TEDx** by **finalizing speakers**, **managing logistics**, & **overseeing the team**	2015-2018

TECHNICAL SKILLS

Python	SQL	ML	AI	Excel	Tableau	LLM

CERTIFICATIONS

"GenAI with LLMs" by DeepLearning.Ai	"DS Core III" by Workera	"Data Science Specialization" by IBM