Pranaya Jajoo

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Education

University of Illinois at Urbana-Champaign, Gies College of Business *Urbana, IL*

MASTER OF SCIENCE, TECHNOLOGY MANAGEMENT | GPA: 3.96/4.0 *2019 - 2020*

- Courses: Accounting Management, Reporting & Control, New Product Development, Simulation and Risk Analytics, Supply Chain Analytics

Veermata Jijabai Technological Institute, Mumbai (VJTI) *Mumbai, India*

BACHELOR OF TECHNOLOGY, ELECTRICAL ENGINEERING *2015 - 2019*

- Courses: Computer Programming and Problem Solving, Numerical Methods, Optimization Techniques, Microprocessor & Microcontroller, Applied Linear Algebra, Electronics Device & Circuits, Analog and Digital Electronics, Signals & Systems, Digital Signal Processing

Professional Experience

Wayfair LLC *Boston, MA*

SENIOR ANALYST, DEMAND PLANNING AND ANALYTICS *January 2023 - Present*

- Developed new data pipelines to capture supplier performance KPIs; planned and performed end-to-end development of several internal tools and dashboards to surface operational metrics and enable streamlined replenishment process. Worked closely in conjunction with internal tech teams and supplier facing teams to develop reporting.
- Defined net new metrics and created new data pipelines to account for a supplier's dropship performance to better position inventory.
- Developed QA testing for old proposal generation application and surfaced several data discrepancies. Developed and iterated over a new tool takes in supplier name and generates proposals that can be directly sent to the supplier for replenishment; this tool has been used to order inventory worth over **$800M** in wholesale costs and productionalized into a web application.
- Implemented automated data cleaning and validation algorithms to enable for replenishment 8500 high-velocity products (forecasted sales of over **$300M** over the next 12 months).

SENIOR ANALYST, RETURNS MONETIZATION CHANNEL GROWTH *August 2022 - January 2023*

- Identified and developed new monetization streams for returned products that attained profitability within 3 months with **$500K** annual profit operating only one day/week; developed marketing and merchandising strategies to maximize profit; built standardized reporting to track performance.
- Developed an internal tool using excel and GBQ to generate details like description and list price of any returned product and integrated it with a third-party PoS/inventory management system.

SENIOR ANALYST, PARTNER OPERATIONS FOR SPECIALTY RETAIL BRANDS *March 2022 - August 2022*

- Created new product and supplier databases for Specialty Retail Brands, Flagship Brands, and Physical Retail.
- Developed and maintained long-term reporting for All Modern, Joss and Main, Birch Lane, and Wayfair's physical retail business in the form of KPI reports and dashboards; wrote custom queries based on business requirements.

Avant LLC *Chicago, IL*

SENIOR ANALYST, PRODUCT *January 2022 - February 2022*

- **Self-service capabilities**: Identified, and managed the build and deployment of APIs with the development team to facilitate automated self-service capabilities like 'Text-to-Pay' and 'Schedule Callbacks' within the Interactive Voice Response system and mobile application, saving the company $100k per year

ANALYST, OPERATIONS STRATEGY *December 2020 - December 2021*

- **Contact center product reform**: Worked cross-functionally with the front-end, back-end, customer operations, and data management teams to facilitate company-wide cut-over from Avant's legacy Cisco vendor to the new Twilio Flex product with estimated savings of $150k per year.
- **Livevox SMS and dialing campaigns implementation**: Deployed jobs and built SQL monitors for SMS, email, voicemail, and outbound dialing for customer communication in the 3rd party software used by Avant (Livevox) to replace disparate vendors with estimated savings of $100k a year. Scripted Python jobs for auto-migrating customer communication data from Livevox to Avant's CRM.

Bhabha Atomic Research Center *Mumbai, India*

DATA ANALYST *June 2018 - November 2019*

- Used data analysis to determine the degree of radiation on protective equipment waste from working in a Nuclear Power Plant to determine if it is safe for disposal, eliminating the need for analog analysis and reducing costs by $6000.

Siemens Limited *Mumbai, India*

SUPPLY CHAIN ANALYST *May 2017 - September 2017*

- Created a Tableau dashboard that tracked the required cycle time vs current production rate for circuit breakers, employee distribution on the assembly line, and status of defective appliances, raw materials, and missing orders, increasing the production rate by 3%.
- Constructed an AC HV Testing unit and trained to test the circuit breakers.

Certificates & Skills

- **Certificates**: Scrum Alliance: Certified Scrum Master, Agile Project Management, MIT Python
- **Skills**: Python , SQL, Looker, Google Data Studio, Tableau, MS Office, Jira, Trello, Machine Learning, Airflow, Power BI, C++