

SANJIT KANGOVI

<https://www.linkedin.com/in/sanjit-kangovi-b465571a1/>

San Diego, California

(619) 653-6099

skangovi@ucsd.edu

EDUCATION

Master of Science in Business Analytics, Rady School of Management

08/2024 - Present

University of California, San Diego, CA

- Business Analytics, Business Intelligence, Customer Analytics

Bachelor of Engineering in Electronics and Communication

04/2017 - 05/2021

BNMIT, Bangalore, India

- Python, C Programming, Engineering Management

EXPERIENCE

Business Intelligence Analyst, LTI Mindtree, India

08/2021 - 05/2024

- **Designed and developed interactive dashboards** to track key business metrics, enabling leadership to make **real-time data-driven decisions** and improving reporting efficiency by **40%**
- **Extracted, transformed, and analyzed large datasets using SQL and ETL processes**, optimizing **data processing speed by 30%** while ensuring high data accuracy.
- **Conducted in-depth data analysis** to identify **revenue trends, operational bottlenecks, and performance insights**, helping business teams **optimize workflows and reduce costs**.
- **Built and automated data pipelines**, integrating multiple sources to create a **centralized reporting framework**, reducing manual efforts and enhancing data reliability.
- **Created predictive analytics models using Python and statistical techniques**, enabling forecasting of key business metrics and improving decision-making accuracy.
- **Optimized data models and implemented indexing strategies** in SQL to enhance query performance, reducing data retrieval time by **40%** for large datasets.
- **Collaborated with stakeholders across finance, marketing, and operations**, translating business requirements into **actionable insights** and providing recommendations to drive **profitability and efficiency**.

Head of Strategy and Growth, Minics Digital, India

05/2021 - 02/2025

- **Led strategic planning and business expansion**, identifying market opportunities and driving initiatives that resulted in a **30% increase in client acquisition and retention**.
- **Directed cross-functional teams** across marketing, operations, and project management, ensuring seamless execution of **digital solutions for small businesses**.
- **Designed and implemented growth strategies**, leveraging **customer insights and competitive analysis** to refine service offerings and expand market reach
- **Developed key partnerships and business alliances**, negotiating contracts and optimizing pricing strategies to maximize profitability and service quality.

PROJECTS

Airline Ticket Pricing Analysis, Rady School of Management

10/2024

- **Analyzed airline pricing strategies** using **Python and SQL**, examining factors influencing ticket price fluctuations.
- **Implemented regression models and trend analysis** to identify **key pricing determinants**, helping predict fare changes with **higher accuracy**.
- **Built an interactive pricing dashboard**, visualizing trends in **fare changes based on seasonality, demand, and competitor pricing**.

Inventory Forecasting & Stock Optimization, Rady School of Management

01/2025

- **Developed a Tableau dashboard** to optimize inventory levels, reducing stockouts and excess costs by **25%..**
- **Implemented time-series forecasting models**, predicting demand fluctuations using historical sales data.

SPECIALIZED SKILLS

- **Languages/Coding:** Python, SQL (Advanced), R, Snowflake, MySQL, DAX
- **Tools:** Tableau, Power BI, Google Analytics, Excel
- **Certifications:** PL300, Google Analytics Certification