

# Sahil Sangani

Project Head for Data Systems Integration and Automation, Project Zero Waste at UC Santa Cruz

Junior at University of California, Santa Cruz; Studying: Computer Science/Technology Information Management; Expected Graduation: June 2017

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## Experience

### **Project Head for Data Systems Integration and Automation, Project Zero Waste at UC Santa Cruz** September 2015 - Present (1 month)

Aiming at reaching Zero Waste by 2020 has accelerated our pace of technology adoption, necessitating a new software apparatus to manage, compute and report the results of our "big data" analysis to resource managers.

### **Sales and Marketing Operations at MindTouch, Inc.** June 2015 - September 2015 (4 months)

Roles: Business Analyst, Salesforce Admin, Product Management Intern, Sales/Channel Intern and Marketing Intern

- Optimized and enhanced the MindTouch Salesforce.com instance to maximize visibility into key sales metrics around leads, opportunities and accounts

- Worked alongside MindTouch CEO to coordinate strategic initiatives at 2015 DreamForce event. I attended the conference and connected with customers, prospects and partners. Youngest Dreamforce 2015 attendee

- Presented analysis in weekly meetings to the Director of Channel, Sales Manager and Sales Development Manager

- Worked with Sales Manager to map out territories and automate the territory workflow in Salesforce.com

- Researched and discovered best practices for Demand Generation

- Worked on a Product Management project for the Salesforce.com and MindTouch integration

### **QA Engineer at MindTouch, Inc.** June 2014 - December 2014 (7 months)

Developed and executed best practices for the testing and evaluation of SaaS based system.

- Developed and implemented manual and automated tests regarding UI, functionality, usage, localization and cross browser usage

- Reported/Closed bugs before and after the engineering team handled them -Assisted colleagues in fields such as product, process, knowledge and execution

- Focused on best practices, process control, and automated testing

Also Lead Generation Analyst

- Researched and reported the best, most accurate, cost effective and promising source for acquiring leads for outbound sales/marketing campaigns and tactics

### **Referee at U.S. Soccer** January 2009 - December 2010 (2 years)

## Education and Academics

### **University of California, Santa Cruz Bachelor of Science (BS), Computer Science/ Technology Information Management, 2013 - 2017**

Courses: Data Structures, Foundations Game Design, Computer Systems/Assembly Language, Algorithms and Abstract Data Types, Mobile Applications, Linear Algebra, Calculus 1 and 2, Physics 1 and 2, and Vector Calculus

Clubs and Activities: Information Systems Management Association, Indian Student Association, UCSC Kahaani Bollywood Dance Team, Lower Division Computer Science Tutor and Hackathons

### **La Jolla High School General Studies, 2009 - 2013**

ACT: 30, 5 AP Courses and 4 Honor Courses

Extracurriculars: 2010 COSMOS, Academic League (Quiz Bowl), Speech and Debate, La Jolla Science Team, Walk on Water at USD, LJHS Cyber Security Team

## Honors and Awards

### **First Place TiE Young Entrepreneurs Business Plan Competition**

TiE Young Entrepreneurs Program is aimed towards the future generation of entrepreneurs. TYE focuses on teaching entrepreneurship to young people and helping them discover the rewards and challenges of becoming an entrepreneur. They work in teams and brainstorm to generate business ideas. Then, create and present their business plan to a panel of judges consisting of established Venture Capitalists and Entrepreneurs.

### **2010 UCSD COSMOS Intel Research Grant Award**

### **Petty Officer 3rd Class, United States Naval Sea Cadet Corps**

Completed course work (3 promotions) and trainings (Boot Camp, Field Medical and Naval Intelligence)

### **First Place in Category 2010 Annual San Diego Science and Engineering Fair and U.S Air Force Award**

### **Toshiba and National Science Teachers Association ExploraVision Award**

## Skills & Expertise

**C++, Python, HTML, CSS, C, Java, Behat, MatLab, MySQL, Salesforce, Marketo, Microsoft Office, Leadership, SaaS, Quality Assurance, Business Analysis, Automation and Best Practices**

## Projects

### **Projects Zero Waste by 2020 - EZ Waste September 2015 to Present**

Aiming at reaching Zero Waste by 2020 has accelerated our pace of technology adoption, necessitating a new software apparatus to manage, compute and report the results of our "big data" analysis to resource managers.

### **Multiple-criteria Decision Making Process September 2014 to December 2014**

Researched the Multiple-criteria Decision Making process

## Volunteer Experience

**Reuben H. Fleet Science Center (2 years)**

**South Asian Culture Show 2010 - 2013 (3 years)**

**American Lung Association, Fight for Air Walk (8 years)**

## Recommendations

"Sahil started as a QA Engineer at MindTouch, but quickly stood out as a resource capable of assisting with strategic projects that impacted the entire company. Specifically, Sahil provided analysis and insightful recommendations that informed direction on Sales and Marketing. His work product is superior to that of experienced Business Analysts I've worked with. In summary, Sahil is great and I hope he works with MindTouch again. "

— Aaron Fulkerson, Founder and CEO of MindTouch, managed Sahil indirectly