Sai Hemanth Varma Kalidindi

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EDUCATION

Master's in Business Analytics , GPA: 3.0
University at Albany, Albany, NY | Expected Graduation: May 2025
Bachelor's in Computer Science
GITAM University, India | Graduated: 2022

TECHNICAL SKILLS & CERTIFICATIONS

• Tools: Python, SQL, R, Power BI, Tableau, Excel, MS PowerPoint, MS Word
• Analytics Techniques: Data Wrangling, Forecasting, Optimization, Financial Modeling, Text Mining, Predictive Analytics
• Business Tools: Business Intelligence, Strategic Marketing Analytics, Data Quality & Security

WORK EXPERIENCE

Real Estate Business Analyst
BErich Developers | December 2021 – June 2023

Business Analyst (Intern → Full-time)
BErich Developers | Dec 2021 – Jun 2023
(6-month Internship, 1 year Full-time)

- Translated complex business challenges into analytical solutions, driving data-informed decisions across departments.
- Built and deployed forecasting models to support strategic planning, improving revenue projection accuracy by 15%.
- Designed and automated reporting systems using SQL and Python, reducing manual effort by 30% and enabling real-time access to key business metrics.
- Developed interactive Power BI dashboards for executives, improving visibility into operational KPIs and enabling faster, insight-driven decisions.
- Led data exploration initiatives to identify growth opportunities, helping the company optimize pricing, target new customer segments, and expand into high-performing regions.

- Collaborated with Finance, Marketing, and Strategy teams to analyze performance trends, resulting in a 12% improvement in portfolio returns.
- Applied statistical techniques to evaluate business scenarios, prioritize investments, and reduce risk exposure in decision-making.

ACADEMIC PROJECTS

Predicting Equipment Failures Using Ensemble Modeling
Tools: Python (Random Forest, XGBoost), Machine Learning
• Developed a predictive model for industrial equipment failures, achieving high accuracy using ensemble methods.
• Analyzed sensor data and applied data preprocessing to improve model performance and ensure reliable predictions.

Traffic-Related Fatalities in NYC – Predictive Analytics (on going)

Tools: Python, SQL, Tableau
• Investigated the relationship between traffic fatalities and neighborhood characteristics using the NYC Open Data dataset.
• Built predictive models to identify high-risk areas, improving safety measures and policy recommendations.
• Created interactive Tableau dashboards for data visualization and stakeholder communication.

Real Estate Investment Risk Analysis
Tools: Excel, R, Power BI
• Performed risk analysis for potential real estate investments, incorporating market trends and financial data.
• Built models to assess ROI and NPV for investment opportunities, helping prioritize high-return properties.
• Delivered insights through Power BI, optimizing portfolio management and increasing profitability by 10%.

Customer Segmentation for Real Estate Marketing Strategy
Tools: R, SQL, Tableau
• Applied k-means clustering to segment real estate customers based on behavior and preferences.
• Developed targeted marketing strategies that improved lead generation by 20%.
• Built Tableau dashboards to visualize customer segments and monitor campaign performance.

LEADERSHIP & EXTRACURRICULAR ACTIVITIES

Event Organizer | GITAM University

August 2018 – May 2022

• Organized and managed several large-scale events, coordinating logistics, budgeting, and vendor relations.

• Led a team of 10 students, increasing student engagement by 30% through strategic event planning and marketing.