Shalini Chandra

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SKILLS

Technical Skills : SQL, R, Python, MS Projects, Azure Databricks, Tableau, Jira, Statistical Analysis, Visualization, Dashboard Creation, Data Insights, A/B testing, Exploratory Data Analysis, and Requirement Gathering.

WORK EXPERIENCE

Gilead Sciences   **Foster City, CA**
Data Analytics Intern   *Jan 2023 - Jun 2023*

- Collaborated with the Gilead team of 5+ US Stakeholders to enhance the accuracy of an existing machine learning model for predictive analytics on the HIV drug "BIKTARVY."
- Extracted and consolidated data from Amazon S3 and SQL servers within the Databricks environment.
- Conducted Exploratory Data Analysis and identified patient behavior and actionable insights through statistical analysis of multiple datasets.
- Utilized Agile methodologies to develop machine learning algorithms, including TensorFlow, Neural Networks, and Decision Forests, resulting in a 20% increase in accuracy.

Aditya Birla Sun Life Insurance Ltd.   **Mumbai, India**
Product Manager   *Apr 2019 - Nov 2020*

- Led a cross-functional team of 15 members to implement a cloud-based SaaS solution for tracking sales key performance indicators, resulting in a 20% increase in sales efficiency.
- Increased team productivity by 1500 minutes by creating a Tableau dashboard with historical benchmarks, quotas, and forecasts.
- Revamped B2B product offerings by conducting market research and identifying key customer pain points, leading to a 15% increase in sales.
- Improved product feature conversions by 8% through successful development and execution of A/B tests.
- Utilized Python and SQL to analyze data and identify key trends, resulting in a 15% increase in product performance.

DCB Bank   **Mumbai, India**
Marketing Manager   *Mar 2016 - Mar 2019*

- Collaborated with stakeholders and PMOs to launch successful go-to-market marketing campaigns, resulting in a 15% increase in customer acquisition.
- Increased ROI by efficiently allocating a $0.5M budget for FY 2018 and executed strategic online marketing campaigns.
- Utilized SQL queries to track customer engagement metrics, leading to the identification of a new target demographic segment and a 20% increase in overall sales.
- Developed weekly performance reports utilizing tables and charts, resulting in a 20% enhancement in campaign efficiency.

EDUCATION

Santa Clara University, Leavey School of Business   Santa Clara, CA
Master of Science in Business Analytics   *Graduation Date: Dec 2023*

Symbiosis International University   Pune, India
Master of Business Administration   *Graduation Date: Apr 2016*

University of Lucknow   Lucknow, India
Bachelor of Business Administration   *Graduation Date: Apr 2013*

CERTIFICATE

SAFe: Certified SAFe 5 Practitioner, Credential ID 32840375-9660

ACADEMIC PROJECT

Improving Customer Satisfaction and Airline Performance (R programming): Applied assessment and regression techniques, including logistic and clustering analysis, to help airlines improve customer satisfaction and overall performance.