

# ABHIDITH N SHETTY

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## EDUCATION

### Fordham University, Gabelli School of Business

*Master of Science, Business Analytics, GPA: 4.0/4.0*

Coursework: Web Analytics, DBMS, Programming with Python, Data Mining, Big Data Analytics

New York, NY

Aug 2022 – Dec 2023

### R.V College of Engineering

*Bachelor of Engineering, Biotechnology*

Bangalore, India

Aug 2015 – May 2019

## EXPERIENCE

### Tambellini Group, now a part of MGT Impact Solutions

*Data Analyst*

New Jersey, NJ

Sep 2023 – Present

**MGT is a national technology and advisory solutions leader serving state, local government, education (SLED) and targeted commercial clients.**

- Developed and maintained Tableau dashboards, enhancing data visibility for stakeholders and driving a 20% increase in data-driven decision-making.
- Developed predictive models using statistical methods and machine learning algorithms to identify key factors influencing product performance, leading to targeted strategies that improved metrics by 15%.
- Collaborated with higher education institution clients to understand their unique data needs, providing tailored analytical solutions that improved decision-making processes by 25%.
- Guided clients in executing data-intensive projects, ensuring effective utilization of analytical tools and resources, resulting in a 30% increase in project efficiency.
- Supported research initiatives by leveraging data analytics to uncover trends in higher education technology adoption and enhanced data quality and reporting accuracy by implementing best practices in data management and integration, ensuring reliable insights for strategic planning.
- Developed and implemented Python-based web scrapers to search for tech stack used by universities, streamlining the manual search process in the research team by 60%. Automated scorecard generation in Excel using VBA, cutting manual reporting time by 40% and enabling faster decision-making.
- Streamlined data workflows in QuickBase, automating data integration and ensuring consistent, real-time reporting across multiple projects.
- Designed interactive dashboards for clients to monitor key performance indicators (KPIs) and business drivers, ensuring alignment with their organizational strategies.

### Sunergi

*Data Analyst Intern*

New Jersey, NJ

May 2023 – Jul 2023

**Sunergi is building the first interactive map of every solar panel in the United States.**

- Mapped 2000 solar panels in less than 2 months, while assisting in data collection and analysis for Sunergi's interactive map of solar panels in the United States.
- Contributed to the development of an interactive map using Tableau, integrating collected data and implementing user-friendly features for efficient solar panel system installations.

### CrossTower

*Data Analyst Intern*

New Jersey, NJ

Nov 2022 – May 2023

**CrossTower is an AA ranked Crypto Exchange offering capital market capabilities and best-in-class services.**

- Analyzed and interpreted large volumes of transactional, operational and customer data using SQL, Python and Tableau
- Built comprehensive dashboards of the customer behaviour (trade, volume, fee) across our trading platform
- Translated complex findings into simple visualizations and recommendations for execution by operational teams and executives

### Apptio

*Database Specialist*

Bangalore, India

Aug 2021 – Aug 2022

**Apptio provides cloud-based business solutions to customers looking to optimize their IT budgeting, forecasting, and financial analyses.**

- Led various data cleaning tasks, market research activities and assisted the internal teams with their data requirements
- Improved overall visibility and team efficiency by creating visually appealing dashboards and automating various business processes using SQL, Tableau, and VBA
- Refined the company's lead and CRM data pipeline using Google Sheets and Zoom Info tools and increased the lead lifecycle for the Business Development team by 70%
- Extracted valuable data from Metabase using SQL per data requests from Marketing & Sales teams, increasing the efficiency of data retrieval by 75%
- Developed a new web scraper framework to crawl through 8000 company URLs and scrape relevant email addresses using Python, resulting in an 86% increase in efficiency, and reducing workload required to complete the task by more than 100%

### G2

*Data Operations Specialist*

Bangalore, India

Mar 2020 – July 2021

**G2 is the largest and most trusted software marketplace, helping 60 million people every year make smarter software decisions based on authentic peer reviews.**

- Collected and organized edits for each quarterly report release and conducted annual and quarterly data sweeps and weekly product moves; built reports, dashboards & managed multiple stakeholders' engagements and worked on Salesforce integration. Facilitated and tracked project progress, including schedule, resources, communication, and risks. Reported and escalated to management as needed
- Led the customer onboarding process, collaborating with cross-functional teams to ensure seamless integration of new clients into the platform. Conducted training sessions and provided ongoing support to clients, resulting in increased customer satisfaction and retention rates.
- Presented valuable insights from a collection of authentic G2 user reviews leveraging SQL and built dashboards on Domo displaying and comparing historical data with up-to-date budgets, forecasts, and targets for the Marketing & Sales team
- Defined QA and performance checks enhancing the accuracy of Stack's product-company graph & formulated regex patterns to identify hundreds of new products tracked via the G2 Stack crawler

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## SKILLS

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- SQL, Python, Microsoft Excel, Pivot Table, IBM SPSS, Google Sheets, Macros, Google App Scripts, VBA, Salesforce, ZoomInfo, Domo, Tableau, Google Analytics, HTML, Power BI, QuickBase.

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## ACTIVITIES

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- Fordham Scholarship - Awarded \$30000 scholarship from GSB, Fordham, in recognition of academic merit
- G2 PEAK Entrepreneurial Spirit Award - Received the PEAK Entrepreneurial Award for innovative and efficient ideas helping the team by reducing manual work and investing more time into new projects
- Apptio Spot Award Q4'21 - Awarded for automating Database cleaning activity using Google App Scripts and Python