

Akash Anipakalu Giridhar

Solutions Consultant | Technical Sales Engineer | Enterprise Software

Chicago, IL (Open to Relocation) | Graduation: June 2026

Email: aanipaka@depaul.edu

Phone: +13124980925

LinkedIn: <https://www.linkedin.com/in/akash-anipakalu-giridhar-1089011b1/>

SUMMARY

Early-career solutions consultant with 3+ years of customer-facing experience across BI, enterprise SaaS, and operational workflows. Skilled in product demonstrations, discovery, requirements gathering, solution configuration, and presales evaluations. Strong exposure to BI, ERP, and financial/operations systems. M.S. Business Analytics candidate at DePaul University.

Experienced supporting enterprise sales cycles across sales, product, and technical teams to drive adoption and customer alignment.

EXPERIENCE

LogiNext Solutions — Solutions Engineer (Presales / Technical Sales) Mumbai, India Oct 2023 – Apr 2024

- Delivered 40+ product demos for enterprise logistics prospects evaluating routing and SLA performance.
- Supported 10+ PoCs with sales, product, and engineering stakeholders.
- Collected requirements and mapped customer workflows to platform capabilities and reporting features.
- Analyzed logistics KPIs (routing efficiency, SLA compliance, throughput) to support evaluation cycles.

Zoho Corporation (Zoho Analytics) — Solutions Consultant (BI Presales) Chennai, India Dec 2020 – Apr 2023

- Conducted 200+ BI demos and walkthroughs for enterprise customers across finance, HR, and operations.
- Translated 100+ customer requirements into dashboards, KPIs, and workflow configurations.
- Built 50+ solution artifacts to illustrate BI value and accelerate presales decision cycles.
- Collaborated with sales and product teams on feature requests, adoption blockers, and customer workflows.

DePaul University — Student Assistant, Accounts Payables (Analytics & Ops) Chicago, IL Dec 2024 – Present

- Built dashboards and reports for AP operations using Oracle Cloud OTB.
- Supported ERP workflows including validation, approval, and invoice processing.
- Improved visibility into invoice cycle times and exception handling.

CHS Payroll — Business Analyst Intern (Payroll Operations) Remote, New-York Mar 2024 – Aug 2024

- Analyzed payroll, scheduling, and workforce data for operational accuracy and efficiency.
- Supported reporting and workflow improvements through data analysis and dashboards.

PROJECTS

Cruise Line Financial Resilience Analysis

- Modeled revenue, cost, and operational risks to evaluate resilience using dashboards and scenario analysis.

EDUCATION

DePaul University, Chicago, IL

M.S. Business Analytics (Expected June 2026), GPA: 3.93

Coursework: Data Mining, Predictive Analytics, Data Visualization, Financial Analytics, SQL for Analytics

Awards: Dean's Scholarship (\$7,500), Student Ambassador Scholarship (\$4,500)

Indira Gandhi National Tribal University & IITTM, Gwalior, India

B.B.A. (2020), GPA: 3.9

SKILLS

Presales & Solutions: Product Demos, Discovery, Requirements, PoCs, Technical Presentations, Customer Engagement, Consultative Approach

Enterprise Software: Zoho Analytics, Oracle Cloud, PeopleSoft, ERP Workflows

Data & Analytics: SQL, Python, Power BI, Tableau, Visualization, Dashboarding, KPI Reporting

Domains: Financial Operations, AP/Payroll, Logistics/Delivery, Enterprise Workflows