

Sai Vinith Ayapilla

(857) 498-1212 | ayapilla@bc.edu | [Linkedin](#)

SUMMARY

STEM-focused MBA candidate with a concentration in Data Analytics and seeking to apply my background in Data & Tech to solve complex challenges in product management and business development. Skilled in leveraging market research and technical acumen to build user-focused solutions.

SKILLS

Market Research, Data/Business Analytics, Advanced Excel, Advanced PowerPoint, Agile & Scrum, Jira, Trello, Python, R, SQL, SAS, AWS, Tableau, Looker Studio, PowerBI, Financial Modeling, Product Go-to-Market Strategy

EXPERIENCE

Boston College

Sr. Data Analyst | Awards/Grants Intake Team | Graduate Assistant (FT-Summer, PT-Semesters) Nov 2024 – Current

- **Managed** the end-to-end intake lifecycle for university research grants, translating complex sponsor requirements into useful data for processing and directly enabling the timely launch of new research initiatives.
- **Identified** a critical communication gap and developed an automated reporting tool in Excel to track and present key performance indicators (KPIs) to the Vice-Provost, streamlining bi-weekly executive reviews and strategic decision-making.
- **Pioneered and built** a suite of Power BI dashboards from the ground up, gathering business requirements from key stakeholders and iteratively developing new features to provide actionable financial and operational insights.

ZS Associates

Jan 2022 - Jun 2024

Associate | Business Technology

- **Architected and developed** a real-time geo-analytics tool on AWS (EC2, S3), processing large-scale search data with Hadoop and Hive to generate qualified sales leads; directly drove \$500K in new annual revenue and a 30% increase in RFP win rates.
- **Led** the data integrity workstream for 3 major product launches in one quarter, engineering a scalable ingestion pipeline with Python and Shell scripting to validate and prepare datasets crucial to 80% of the client's specialty drug market revenue.
- **Proactively** enhanced the data pipeline's architecture by designing and implementing a metadata-driven framework, creating a scalable solution that dramatically simplified all subsequent new product integrations and reduced data source onboarding time.
- **Headed** the complete automation of a manual Key Account Manager (KAM) analysis, independently developing a Python-based data pipeline that reduced weekly effort by over 90% and created a zero-training-required reporting output for stakeholders.
- **Overhauled** a critical patient data management workflow by identifying and correcting fundamental logic flaws; **Re-architected** the firm's inaugural end-to-end specialty drug data workflow on the cloud, revitalizing a failing pilot project by focusing on scalability and cost-efficiency. Implemented **serverless** processes and optimized cloud resources to manage rapid data growth within budget, ultimately automating QC with **Python** and **SQL** to slash manual intervention by **50%**.

PROJECTS

Strategic Growth Plan for an Executive Network | Boston College MBA Consulting Project

- **Acted** as a strategic consultant for an exclusive CMO network to solve a critical growth challenge involving a 200+ member waitlist.
- **Conducted** comprehensive market research and competitor analysis to develop a tiered-membership product strategy designed to monetize the waitlist while preserving brand exclusivity. **Designed** the new lower-tier offering, created a detailed go-to-market plan, and presented the final recommendations to the client, outlining a phased approach to implementation.

EDUCATION

Boston College | Carroll Graduate School of Management

Boston, May 2026

MBA candidate | STEM Track | GMAT 740 | Recipient of Dean's Scholarship

CGPA – 3.62/4.00

Member of Grad Tech Club and Grad Marketing Club

Relevant Coursework: Strategic Management, Managing Projects, Data Analytics: Python, R & SQL, Financial Management, Brand Management, Digital Marketing

Shiv Nadar University

India, May 2022

Bachelor of Technology in Electrical & Electronics Engineering | Minor in Big Data Analytics