

Sai Vinith Ayapilla

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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, Crunchbase

EXPERIENCE

BFIN

Business Development Intern

Fremont, CA

Jun 2025 – Aug 2025

- **Oversaw** the creation of a new sales function for a PE portfolio company, building a **\$200K pipeline** and securing **\$100K in initial revenue** within three months.
- **Drove** turnaround strategy by conducting M&A research to identify and profile **10+ potential acquirers**, positioning a portfolio company for a profitable strategic exit.
- **Revitalized** the company's digital presence by overhauling the social media strategy, achieving a **30% increase** in audience engagement to support new sales efforts.

Boston College

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

Chestnut Hill, MA

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

Associate | Business Technology

NCR, India

Jan 2022 - Jun 2024

- **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.
- **Headed** the complete automation of a manual Key Account Manager (KAM) analysis, developing a Python-based data pipeline that **reduced weekly effort by over 90%**.
- **Re-architected** a failing end-to-end specialty drug data workflow on the cloud, correcting logic flaws and implementing serverless Python/SQL processes to cut manual QC intervention by 50% & optimize cloud resources to manage big data.

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

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

Boston, May 2026

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

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

India, May 2022