**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

**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 Gradute School of Management Boston, May 2026***

*MBA candidate | STEM Track | GMAT 740 | Recepient 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