

SAI MADDIPOTI

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PROFESSIONAL SUMMARY

Efficient | Effective | Driven | Accomplished | Data Analyst with a deep expertise in transforming complex data into actionable insights that drive strategic business decisions and operational excellence. Adept at harnessing advanced analytical tools and techniques—such as Python, SQL, and Power BI—to perform in-depth data analysis and create compelling visualizations. Proven ability to lead and manage projects through Agile and Waterfall methodologies, ensuring successful outcomes and adherence to deadlines. Holds dual MBAs in Business Analytics and Finance, supported by prestigious certifications in Business Analytics and Financial Accounting. Known for delivering clear, data-driven recommendations that enhance decision-making and foster significant business growth and efficiency.

SKILLS

Technical Skills:

- **Software:** Proficient in MS Power BI, MS SQL, MS Office, Macros, Qlik Sense, C#, Oracle/SQL Server, Python, R, Tableau, JupyterLab, Jira, PySpark, and Redshift.
- **Data Management:** Expert in Data Warehouse/ETL processes, Data Visualization, and Data Management techniques.
- **Methodologies:** Skilled in Agile & Waterfall methodologies, Scrum framework, Snowflake, and Lean Six Sigma principles.

Professional Skills:

- **Analytical Skills:** Strong ability to interpret complex data, perform risk assessments, and deliver actionable business insights.
- **Problem Solving:** Proven track record of innovative problem-solving and creative thinking to overcome business challenges.
- **Financial Data Interpretation:** Expertise in financial analysis, budgeting, and forecasting to drive financial performance.
- **Collaboration and Communication:** Excellent interpersonal and teamwork skills, with a focus on clear communication and effective presentation.
- **Project Management:** Experienced in managing projects with a focus on timely delivery and high-quality outcomes.

Certifications:

- Credential of Readiness in Business Analytics, Financial Accounting and Economics, Harvard, (2023)
 - Tableau and Power BI Certification, (2017)
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PROFESSIONAL EXPERIENCE

Data Analyst Trainee

Comnatix LLC | Remote, USA

March 2024 - Present

- **Data Analysis and Modeling:** Designed and implemented predictive models using Python and SQL, enabling accurate forecasting and trend analysis for business operations. Created algorithms to optimize decision-making processes and improve system efficiencies.
- **Data Visualization:** Developed interactive dashboards and visual reports using Power BI and Tableau, facilitating data-driven decision-making by presenting complex data insights in an accessible format.
- **Collaboration with Teams:** Engaged with cross-functional teams, including engineers and product managers, to integrate data-driven solutions into product development and strategic planning, aligning data initiatives with company goals.
- **Continuous Learning:** Proactively researched and applied the latest advancements in machine learning and data analysis to enhance existing systems, contributing to ongoing process improvements and innovation.
- **Process Improvement Initiatives:** Identified and implemented process improvements in data collection and analysis workflows, resulting in increased efficiency and accuracy in data reporting and processing.
- **Project Management:** Led key data analyst projects from initiation to deployment, ensuring all deliverables met quality standards and project deadlines. Coordinated project tasks, monitored progress, and managed stakeholder expectations effectively.

Graduate Student Assistant

Dean's Office, Charlton College of Business | North

Dartmouth, MA September 2023 - December 2023

- **Data-Driven Research:** Conducted comprehensive data analysis to support academic planning, including developing statistical models and interpreting results to inform strategic decisions on curriculum and student services.
- **Policy Coordination:** Worked closely with the Graduate Student Senate to modernize university policies, aligning them with current educational trends and regulatory requirements, resulting in enhanced institutional effectiveness and student satisfaction.
- **Liaison Role:** Acted as a liaison between the college and the Civic Engagement Center. Managed volunteer work administration through Corsair Engage, facilitating the coordination and tracking of student volunteer activities and community service projects.
- **Project Management:** Assisted in managing projects related to academic and administrative improvements, coordinating with various departments to ensure timely and successful implementation of initiatives.
- **Reporting and Communication:** Prepared detailed reports and presentations for senior management, summarizing data findings and policy updates. Communicated insights and recommendations effectively to stakeholders, contributing to informed

decision-making.

Business Analyst

VirtueSoftInc | Hyderabad,

India May 2016 - January 2022

- **Data Analysis and Forecasting:** Conducted detailed data analysis and forecasting using SQL and Python, generating critical business insights that supported strategic initiatives and improved operational efficiency.
- **Collaborative Projects:** Partnered with senior analysts on high-impact projects, such as developing business cases for new market entries and optimizing resource allocation, leading to significant growth and profitability.
- **Analytical Tools Utilization:** Utilized advanced tools like Qlik Sense and Tableau to create comprehensive reports and presentations, enhancing the clarity and impact of business performance insights for executive management.
- **Budgeting and Forecasting:** Led budgeting and financial forecasting efforts, leveraging financial data interpretation skills to provide accurate predictions and support strategic financial planning.
- **KPI Monitoring:** Implemented a robust KPI monitoring system, regularly analyzing performance metrics to provide actionable recommendations for business improvement and ensuring alignment with organizational goals.

PROJECTS

Project: Customer Segmentation and Sales Forecasting Model

Description: Developed a sophisticated customer segmentation model using Python and SQL, which enabled targeted marketing strategies and personalized customer engagement. Additionally, created a sales forecasting model leveraging historical sales data and machine learning algorithms to predict future sales trends with high accuracy.

Achievements: Improved marketing ROI by 28% through targeted campaigns and enhanced sales forecasting accuracy by 30%, leading to more effective inventory management and financial planning.

Project: Financial Dashboard for Executive Reporting

Description: Designed and implemented an interactive financial dashboard using Power BI & Tableau to streamline executive reporting processes. The dashboard provided real-time insights into key financial metrics, including revenue, expenses, and profitability, with drill-down capabilities for detailed analysis.

Achievements: Reduced reporting time by 25% and improved the accuracy of financial insights, enabling executives to make more informed decisions and enhancing overall financial performance.

Project: Operational Efficiency Improvement Analysis

Description: Led a project focused on improving operational efficiency by analyzing workflow data and identifying bottlenecks. Utilized Qlik Sense and Python to conduct a thorough analysis, resulting in actionable recommendations to optimize processes.

Achievements: Implemented process changes that increased operational efficiency by 20%, reducing cycle times and operational costs, and enhancing overall productivity.

Project: Market Basket Analysis for Retail Optimization

Description: Conducted a market basket analysis using R and SQL to understand customer purchasing patterns and optimize product placements. Developed association rules to identify key product relationships and improve cross-selling strategies.

Achievements: Increased sales through optimized product placement and targeted promotions, resulting in a 15% increase in average transaction value and improved customer satisfaction.

Project: Real-Time Fraud Detection System

Description: Designed and deployed a real-time fraud detection system using PySpark and Redshift. Integrated various data sources to build a model capable of identifying fraudulent transactions in real-time.

Achievements: Enhanced fraud detection accuracy by 40%, significantly reducing financial losses due to fraudulent activities and improving system security.

EDUCATION**University of Massachusetts Dartmouth**

North Dartmouth, MA

Master of Business Administration, Business Analytics (STEM)

Master of Business Administration, Finance

Graduated: Dec 2023

References available upon request.