

VENKATA SANDILYA BAGAVATHULA

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EDUCATION

Stevens Institute of Technology

Master of Science in Business Intelligence and Analytics; Minors in Data Analytics
Relevant Coursework: Healthcare Analytics, Marketing Analytics and Process Optimization

Hoboken, NJ
Graduation: December 2023
GPA: 3.85/4.0

Manipal Institute of Technology

Bachelor of Technology in Biomedical Engineering

Manipal, India
August 2021

SKILLS

Programming and Database tools: Python, SQL, Microsoft Excel

Certifications: Lean Six Sigma Green Belt- TUV SUD, Data Analyst with Python- Data Camp

Leadership Roles: Graduate Peer Leader and University Tennis Team Captain

WORK EXPERIENCE

Stevens Institute of Technology

Graduate Student Assistant, Office of Graduate Admissions

Hoboken, NJ

January 2023 – Present

- Developed targeted communication strategies to convert prospective clients, resulting in 15% increase in applications for Fall 2023 term
- Spearheaded creation of engaging digital content and virtual events, while enhancing online visibility and client engagement which played a pivotal role in 30% increase in inquiries and 10% conversion rate growth
- Mentored and onboarded new graduate assistants, streamlining the admissions support process and ensuring consistent quality in student engagement and administrative tasks

Stevens Institute of Technology

Summer Research Assistant

Hoboken, NJ

May 2022 – August 2022

- Implemented Python scripts to analyze text data from 50 experimental team meetings, unveiling emotional dynamics of participants and identifying key decision-making moments
- Integrated natural language processing techniques to analyze team interactions, driving data-driven insights that optimized AI-supported decision-making strategies

GE Healthcare

Analyst Intern

Bengaluru, India

January 2021 – May 2021

- Collaborated with cross-functional team to optimize SVCT testing and installation process, shown 4% overall testing time reduction
- Managed and completed 600+ test cases for product's software, resulting in a 15% reduction in post-release defects
- Identified and reported 50+ critical defects, collaborated with development teams to achieve an average bug fix turnaround time of 24 hours while maintaining quality standards

BeAble Health

Intern

Hyderabad, India

June 2020 – August 2020

- Supported process documentation for DHCS claims processing, leading to 30% improvement in reporting accuracy
- Utilized SQL queries for QA and UAT testing, validating test results with a 98% accuracy rate
- Designed tailored product solutions, elevating customer sales conversions by 15% and nurturing robust client relationships through impactful pre-sales support

PROJECTS

Strategic Analysis of CVM Disease Claims Using Syntegra Data

September 2023 – October 2023

- Analyzed cardiac claim trends as a share of total claims, evaluated HCP claim submission behaviors, and assessed patient age demographics against claim volumes using the Syntegra Medicare CCLF dataset and derived insights
- Enhanced sales and marketing decision-making by employing advanced data processing techniques, including normalization, aggregation, and time-series analysis, and utilized Python ML libraries to identify and interpret patterns for sales and marketing decision making
- Unveiled trends in HCP behavior, patient age demographics and claim volume data to guide the allocation of marketing budgets, ensuring effective promotion across key patient segments in alignment with evolving CVM claims landscape

Wakefern Food Corporation | Industry Project

January 2023 – May 2023

- Leveraged monthly sales data analysis to identify customer trends and to optimize gross profit, formulated strategies that resulted in 10% increase in sales conversions and maximized profitability
- Performed project tracking, interpreted data using advanced Python and SQL, enabling data-driven decision-making and communicated key performance indicators (KPIs) to business owners and stakeholders

Ads Click-Through Rate Prediction

August 2022 – December 2022

- Analyzed user attributes and performed user classification for precise targeting; conducted comprehensive data analysis to fine-tune the machine learning model's accuracy, improving ad click rate by 15% from customer's website
- Identified crucial correlations between user attributes and ad click likelihood, optimizing user profiles for precise targeting; increased click-through rate by 20% and reduced acquisition costs by 15%