

# Ajay Vishnu Addala

+1 (917) 370-5019 | [ajey.vishnu@gmail.com](mailto:ajey.vishnu@gmail.com) | [Website](#) | [LinkedIn](#) | [GitHub](#) | [Tableau](#) | [Power BI](#)

## SUMMARY

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Results-oriented supply chain analyst with a demonstrated history of elevating company revenue, optimizing operations, and providing actionable insights through advanced analytics tools and machine learning techniques. Adept at driving business growth and efficiency while fostering effective customer communication.

## SKILLS

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- **Programming and Database Management:** Salesforce, Python, R, Java, SQL Server, MySQL, AWS, Azure
- **Tools and IDEs:** Tableau, Tableau Prep, Power BI, R Shiny, Alteryx, Visual Studio, Figma, SAP, MS Excel
- **Key Competencies:** Multivariate Analysis, Regression, ETL, Decision Trees, A/B Testing, Cohort Analysis, Time Series Forecasting, Inventory Management, Regression Models, ERP, Agile Methodologies, Risk Management

## CERTIFICATIONS

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- Tableau Desktop Specialist Certification (Jun 2024)
- Salesforce Administrator Certification (Planned, Jan 2025)

## PROFESSIONAL EXPERIENCE

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**Harlem Children's Zone** New York, United States  
Data Science Analyst **Aug 2024 - Present**

- Conducted longitudinal analysis of state test scores of over 1000 students, evaluating the impact of gender and tenure on performance by designing dynamic Tableau dashboards for deeper insights.
- Designed and implemented 5+ KPI tracking dashboards for Wealth Builds and College Success programs, improving program monitoring efficiency by 30%.

**Great Western Trailer** Remote, United States  
Data Analytics Consultant (Freelance) **Apr 2024 - Jul 2024**

- Reengineered from multiple tables to a single view data source, resolving over 95% of data discrepancies and improving data processing efficiency by 30%.

**Rutgers Business School** Remote, United States  
Research Assistant, Data Analysis and Visualization **Jan 2023 - Jul 2024**

- Developed and taught a Data Visualization with Tableau course at Rutgers, advancing 150+ students from beginner to intermediate level in 3 months and achieving 5/5 satisfaction survey scores for 3 straight semesters.

**Sid's Farm Pvt. Ltd.** **Jun 2019 - Mar 2022**  
Senior Data Analyst

- Catalyzed revenue growth through targeted marketing campaigns and proactive customer relationship management, achieving a 4X increase in annual revenue from \$250K to \$1 million.
- Leveraged advanced analytics and forecasting techniques such as seasonal ARIMA, which enhanced user engagement, and brand visibility, and boosted social media interactions by 35%.
- Enhanced demand forecasting accuracy by utilizing historical trends, implementing auto-updating dashboards in Power BI and Excel, reducing demand fluctuations by 45% and customer issues by 30%.

**Dassault Systemes** **May 2017 - Jul 2017**  
Data Analytics Intern

- Orchestrated Dassault's software sales to automotive companies by analyzing big data on the Indian two-wheeler market and crafting interactive Tableau dashboards, driving market penetration and revenue growth by 20%.

## PROJECTS

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### [Sea Food Sales - USA](#)

- Designed a business dashboard for a seafood company, utilizing Python and SQL to create and modify fake data, and highlighting 7 KPIs and metrics in Tableau, facilitating informed decision-making and strategic planning.

### [Global Sales](#), [Pie Sales](#), [Logistics & Operations](#), [Marketing](#), and [HR](#) executive dashboards

- Developed and customized 5 interactive executive dashboards using Power BI, significantly boosting organizational visibility and facilitating strategic planning across company segments.

### Predicting [US College Admissions](#) and [Social Media Usage](#)

- Investigated data from 700+ colleges using Python and R, achieving 95% prediction precision and 98% accuracy, while developing predictive models contributing to enhanced decision-making and intervention strategies.

## EDUCATION

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**Rutgers Business School, NJ** **Aug 2022 - Dec 2023**  
Master's in Information Technology and Analytics (STEM), GPA 3.93/4.0

**National Institute of Technology, Calicut, India** **Jul 2015 - May 2019**  
Bachelor's in Technology, Production Engineering, GPA 8.0/10.0