

DANDE VENKATA NAGA SAI SANDEEP

Assistant Manager

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Chennai – India.

PROFILE SUMMARY

Results-oriented Business Analyst and Team Lead with 7+ years of experience in Data Analysis, Machine Learning, and Visualization. Skilled in driving business insights, A/B testing, and visualized reporting for top E-commerce and Rideshare clients. Specialized in payment analytics, risk mitigation, and cost optimizations that enhance decision-making and operational efficiency.

PROFESSIONAL EXPERIENCE

SENIOR ANALYST & ASSISTANT MANAGER

Feb 2020 – Present

LatentView Analytics

Chennai, India

CLIENT: RIDE SHARING COMPANY (Project: Payments)

Cost of Pay: Effective rates & Optimizations

Objective: Streamline the entire process of identifying the fees incurred & building respective effective rates, across various providers & payment methods, which could be used for various cases, such as contract negotiations, volume routings. etc

- Built a Holistic & comprehensive dashboard to track the fees incurred across providers & payment methods and built effective rates to compare the fee charges across providers within the same payment methods.
- Reconciled & QCed the entire cost report with the finance team reports that are manually shared.
- Collated the Fee & Volume logics from various provider ingested tables & created a central repository
- Created a high level visibility till leadership team on the cost associated with providers & respective volumes

Volume Routing: Optimizations & Declines

Objective: Aiding the team in meeting rebates at quarterly level, by optimizing the volume routing between providers. And uncovering the patterns of declines across various multiple payment methods & providers.

- Monitor the \$ volume and transaction count (both Pay in and Pay out) being processed by each payment provider across various card networks & various payment methods.
- Analyze the tokens available with each provider and track % of tokens missing on a provider which is known as the token gap among providers.
- Project the volumes as per the current provider & optimise the routings as per the contract negotiations & rebate commitments
- Identify the payment declined, analyse the root cause and aid in negotiations with banks or payment providers to mitigate them.

CLIENT: E-COMMERCE COMPANY (Project: Seller Risk)

Seller Migration & Deep dives

Objective: Identify and track KPIs related to the different kinds of Risk involved with the sellers on the e-commerce platform and provide the same seller level insights.

- Devised a dashboard with seller level granularity which instantaneously provides top sellers or seller cohorts who contribute to the spikes in any of the tracked metrics.
- Provided a comprehensive view of the seller's performance for the last 12 weeks along with the actions taken on them, to adjudicate if any more action is necessary or not.
- Tracked the performance of certain selected managed accounts to support account managers.

- Also implemented a live connection to manually allow users to search for any seller & assess his performance.
- A waterfall model has been developed to give a comprehensive view on which sections the spike is being targeted on and helped us provide better insights.

Limits Relaxation: A/B Test Design & Monitoring

Objective: Analyse the existing Hot Items limit rules in place (very specific to certain categories & products) and perform the A/B Testing to suggest, if waving off the rules can increase the overall revenue or net loss

- Developed a dashboard to monitor the performance of Hot items & the rules that are placed to limit them.
- Implemented the pre-A/B test analysis to share the split ratio, duration, and lift.
- Conducted the significance testing using the 2 sample T-test of unequal variances.
- Automated the monitoring of anomaly listings done in Hot items, which could be manually reviewed and actioned up on.

SOFTWARE ANALYST & SENIOR SOFTWARE ENGINEER

Jun 2017 – Jan 2020

Aspire Systems

Chennai, India

CLIENT: IFF

Project: PUMA

Objective: Develop an internal web application, used to help the design & handle the portfolios of flavours, fragrances, and cosmetic actives, which it markets globally.

- Full Stack Developer, collaborated in all stages of the application development, right from HTML development to database connections.
- Worked extensively on the worklist module and implemented creative solutions to meet business needs.
- Developed the unit testing framework, which got the coverage of the application to 85%

EDUCATION

- **Post Graduate Program in Business Analytics & Business Intelligence (2019-20)**
Great Lakes Institute of Management
- **Vellore Institute of Technology, Chennai, India (2013-17)**
B.Tech. Electronics & Communication Engineering (CGPA: 8.9)

SKILLSET

Programming/Querying Languages	: SQL, R, Python, Java Script, Java, Angular 4
BI Tools	: Tableau
Reporting	: Excel, Word Document, PowerPoint
Subject Knowledge	: Business Analysis, Data Visualisation, Machine Learning & Forecasting

ACHIEVEMENTS

- Received 'SPOT Award' for continuous impactful Delivery in Q3 2021
- Recognition for Impactful Delivery - Q2 2021
- Recipient of the Spirit of Latentview – Teamwork for Q4 2020
- Received 'Encore Award' for Best Performing Employee in Q3 2020

CERTIFICATIONS & COURSES

- Machine Learning A-Z: AI, Python & R (03/2024) - Udemy
- Data Science with Python (09/2021) - Simplilearn
- SQL (12/2019) - Stanford Online
- JavaScript for Experienced Developers (09/2018) - Microsoft Virtual Academy