

# Sai Kumar Gandham

**Product Analyst | Location:** MD | **Mobile:** 667-379-2631 | **Email:** saikumar.ed02@gmail.com

## SUMMARY:

Product Analyst with Around 5 years of experience in Agile, Waterfall, and SDLC methodologies. Proficient in SQL, Python, and R for data analysis, and skilled in data visualization with Tableau, Power BI, and Excel. Experienced in business analysis, product management tools, user research, and market analysis. Adept at managing the product lifecycle and conducting A/B testing, regression analysis, and predictive analytics to optimize customer lifetime value. Passionate about leveraging data to drive product innovation and improve user experience.

## SKILLS:

**Methodologies:** Agile (Scrum, Kanban), Waterfall, SDLC

**Languages:** SQL, Python, R

**Data Visualization:** Tableau, Power BI, Excel (Pivot Tables, VLOOKUP)

**Business Analysis:** Cost/Benefit Analysis, GAP, SWOT, Risk, ROI, KPI Tracking

**Product Management Tools:** Jira, Confluence, Trello, Microsoft Project, Google Analytics, Mix Panel, Miro

**Data Analysis:** A/B Testing, Regression Analysis, Descriptive and Predictive Analytics, Customer Lifetime Value (CLV)

**User Research & Market Analysis:** Market Research, User Surveys, Personas Development, Customer Journey Mapping

**Product Lifecycle & Documentation:** Product Roadmap, Product Backlog, User Stories, Use Cases, FRD, BRD, PRDs

**Operating Systems:** Windows, Linux

## EDUCATION:

**Masters of Professional Studies in Data Science**

**Dec 2024**

University of Maryland Baltimore County

**Bachelor in Information Technology**

**May 2021**

Anurag University

## EXPERIENCE:

**Unum, MD | Product Analyst**

**April 2024 – Current**

- Enhanced disability and critical illness insurance products by leading cross-functional teams, utilizing predictive analytics and market research to increase customer uptake and satisfaction.
- Spearheaded strategic market research initiatives using SAS for statistical analysis to identify new market opportunities for voluntary benefits, enhancing product line diversification.
- Conducted detailed competitive and regulatory compliance analyses to ensure product offerings were competitive and compliant with new laws, using advanced Excel and project management tools like MS Project.
- Managed multiple successful product launches, optimizing processes and timelines with project management software such as JIRA, improving efficiency and stakeholder communication.
- Implemented advanced data analysis and visualization frameworks using Tableau and Power BI to derive actionable insights from customer feedback and market data, directly impacting product development strategies.
- Developed and facilitated comprehensive training programs for new analysts on SQL database management and CRM tools, boosting team productivity and data handling capabilities.

**Orion Technolab, India | Product Analyst**

**Jan 2019 – Dec 2022**

- Applied Software Development Life Cycle (SDLC) methodologies, including Waterfall, by documenting project requirements and establishing workflows, ensuring project efficiency and consistency.
- Implemented Google Analytics, Mix Panel, and Miro for product management, increasing tool adoption by 20%.
- Managed product lifecycles, creating product roadmaps, backlogs, user stories, use cases, FRDs, BRDs, and PRDs, reducing development time by 15%.
- Leveraged Tableau, Power BI, and Excel for data visualization, enhancing team productivity by 25%.
- Conducted A/B testing, regression analysis, and predictive analytics, optimizing marketing campaigns and increasing conversion rates by 30%.
- Led cost/benefit analysis, GAP, SWOT, risk assessments, and ROI calculations, boosting project success rates by 20%.
- Facilitated market research, user surveys, persona development, and customer journey mapping, improving customer satisfaction by 35%.
- Utilized SQL, Python, and R for data analysis, enhancing accuracy by 22%.
- Adopted Jira, Confluence, Trello, and Microsoft Project for project management, boosting team collaboration by 15%.
- Spearheaded the development of a new software product, which resulted in a 40% increase in user engagement.
- Implemented customer feedback loops and usability testing, leading to a 30% reduction in product development cycles.
- Collaborated with cross-functional teams to launch three major software updates, enhancing product features and user experience.

## CERTIFICATIONS:

**Data-Driven Product Management - LinkedIn**

**Database Programming with SQL - Oracle Academy**

**Cognos Data Analytics – IBM**

**Python and C++ - Cisco**

**Data science and Business analytics - Board Infinity**