

Shubham Ralli

940-758-2190 | shubhamralli57@gmail.com | [LinkedIn](#) | [Github](#) | [Website](#)

SUMMARY

Business Analyst skilled in SQL, Power BI, Tableau, and Python, with experience driving revenue growth, workflow automation, and KPI forecasting. Strong communicator with proven ability to translate business needs into actionable analytics.

EDUCATION

The University of Texas at Dallas

Aug 2022 - May 2025

Bachelor of Science, Business Analytics & Artificial Intelligence

GPA: 3.95

Honors: Summa Cum Laude Graduate | Dean's List Member

WORK EXPERIENCE

Eyes Now

Sep 2024 - Present

Business Data Analyst

Dallas, Texas

- Built interactive Power BI dashboards to track multi-clinic sales, quota attainment, and pipeline health, enabling leadership to forecast with 92% accuracy.
- Partnered with executives to streamline CRM data processes, improving Salesforce data quality and reducing duplicate records by 35%.
- Designed forecasting models and sales performance KPIs that supported territory realignment and optimized revenue coverage.

Springer Capital Investments

May 2024 - Aug 2024

Data Automation Analyst Intern

Dover, Delaware

- Automated Salesforce-Excel reporting pipelines, cutting manual sales reporting by 40% and freeing analysts for FP&A and RevOps initiatives.
- Supported SaaS FP&A processes by delivering monthly quota and revenue variance reports with high accuracy.
- Partnered with marketing to align GTM funnel reporting, strengthening pipeline visibility across lead-to-close cycles.

The University of Texas at Dallas

Sep 2022 - Jan 2024

Academic Data Analyst

Richardson, Texas

- Built forecasting dashboards in Power BI and Excel to track retention and pipeline conversion trends, improving accuracy by 20%.
- Consolidated CRM-like student lifecycle data across multiple systems, improving governance and reducing reporting errors by 30%.
- Collaborated with executives and cross-departmental stakeholders to align operational reporting with strategic goals.

PROJECTS

Automated Call Analysis Dashboard – Python, Selenium, Looker, APIs | [Link](#)

Jan 2025 - Mar 2025

- Developed a Python automation pipeline to transcribe audio logs using Selenium and Google Speech APIs.
- Integrated sentiment analysis ML models using scikit-learn and NLTK; visualized impact metrics in Looker.

LEADERSHIP & ACTIVITIES

- **Microsoft Student Ambassador** – Led peer workshops on Python & Power BI in partnership with Microsoft.
- **UTD Student Ambassador** – Represented UTD at international and campus events, building faculty-leadership ties.

SKILLS

- **Programming & Analytics:** SQL | Python | Excel | Tableau | Power BI
- **Data & Forecasting:** Forecasting | Data Visualization | KPI Development
- **Process & Automation:** Workflow Automation | Reporting Pipelines | Data Quality