

# YANGALA PREM CHAND

Portfolio | yp.chand9@gmail.com | +91 9550831535 | LinkedIn | GitHub

## SKILLS

Languages	Python, VBA (Visual Basic for Applications), R (Basic)
Data & Cloud	MySQL, BigQuery, AWS Bedrock, Microsoft Azure (Basic)
BI & Analytics	Tableau, Power BI, Advanced Excel (Power Query, Pivot Tables, Macros)
AI & Automation	LangChain, Microsoft Power Automate, n8n, Prompt Engineering
ETL & Data Ops	Custom Python/VBA ETL, Data Modeling, Data Cleansing, MDM
DevOps & Tools	Docker, Git, Linux, Jupyter, REST APIs
Research & CRM	Seamless AI, ZoomInfo (Advanced), Sales Navigator, Hunter.io, Freshworks
Certifications	Core & Advanced Python, Data Analysis & Visualization (Tableau & Excel), SQL for Data Science, Startup School: Prompt to Prototype

## EXPERIENCE

**Business Development Executive / Sr Research Analyst** Aug 2024 – Mar 2026  
Agile Enterprise Solutions Inc. (Ext. from Equinox Consulting Pvt. Ltd.) Hyderabad, India

- Cut software costs by building an internal email analytics tool in VBA and Python that fully replaced **Reply.io**; saving recurring subscription fees without losing any functionality.
- Built an end-to-end email automation system using VBA and Python; reducing manual workload by **35%** and growing click-through rates by **30%** every quarter.
- Created dashboards and live data pipelines in Python and VBA giving the sales team instant visibility into leads and campaign results for faster, data-backed decisions.
- Solved a daily bottleneck by automating duplicate checks with Power Automate, cutting a 6-member team's **1.5-hour** daily task to seconds and saving **85%** of wasted time.

*Key Skills: VBA Macros, Python, Microsoft Power Automate, Advanced Excel, ETL, Dashboarding, Data Analysis, Tableau*

**Senior Research Analyst** Oct 2023 – Aug 2024  
Talent Logic Inc. Hyderabad, India

- Built automated Python ETL pipelines extracting data from LinkedIn, Glassdoor, and ZoomInfo, generating **1,500+** validated company-contact pairs monthly.
- Designed email campaigns using engagement metrics to secure **\$80K** in high-value contracts with Kardex and Dean Dorton.

*Key Skills: Python, VBA, Excel, ZoomInfo, Campaign Analytics, Lead Generation, Data Quality*

**Research Analyst** Feb 2023 – Oct 2023  
PetaBytz Technologies Inc. Hyderabad, India

- Built and analyzed Freshworks CRM dashboards for strategic planning, increasing reporting speed by **15%**.
- Collaborated with cross-functional teams to deliver actionable insights for marketing and sales alignment.

*Key Skills: CRM (Freshworks), Advanced Excel, KPI Reporting, Dashboarding, Team Collaboration*

## PROJECTS

**ASITEM – Architectural Sketch to 3D Model** GitHub | Portfolio  
Deep Learning | CNN | VGG-16 | Python

- Developed an end-to-end deep learning pipeline using CNN and VGG-16 to transform 2D architectural blueprints into accurate 3D reconstructed models.

**AeroFit – Descriptive Statistics & Probability Analysis** GitHub | Portfolio  
Python | Jupyter Notebook | Descriptive Analytics

- Analyzed AeroFit treadmill data to build product-wise customer profiles using descriptive statistics, enabling targeted marketing strategies.

**Netflix Data Analysis & Visualization** GitHub | Portfolio  
Tableau | Python | ML | Text Mining | NLP

- Performed EDA on Netflix datasets and built Tableau dashboards to visualize content trends, genre distributions, and viewer engagement patterns.

## EDUCATION

M.S. Computer Science (AI & ML)	Woolf University	2025 – 2027
Data Science & ML Specialization	Scaler	2025 – 2026
B.Tech, Electronics & Communications	Amrita University	2018 – 2022