

# SAIRAM ANANTHA

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[LinkedIn](#) | [Website](#)

## Business Strategy & Operations Analyst

Strategy and operations professional with experience across consulting, enterprise, and innovation focused environments.

Experienced in developing KPIs, financial dashboards, process manuals, business and technical development reports, and operational workflows. Skilled at structuring ambiguous problems into clear frameworks and execution ready plans.

Known for taking ownership, applying sound judgment, and consistently delivering execution ready work teams can trust.

• <b>Client Relationship Management</b>	• <b>Business Intelligence and Insights</b>	• <b>Team Leadership &amp; Collaboration</b>
• <b>Strategic Planning &amp; Execution</b>	• <b>MS Suite, Tableau, Power BI</b>	• <b>Crisis Management</b>
• <b>Operational Workflow Design</b>	• <b>Agile &amp; Rally Project Management</b>	• <b>Data Oriented &amp; Results Driven</b>

## EDUCATION

### Thunderbird School of Global Management, Phoenix, AZ

Masters of Global Management in Global Business

MAY 2026

Bachelor of Science in International Trade

MAY 2022

## PROFESSIONAL EXPERIENCE

**Lead Business Consultant** Mayo Clinic Berg Innovation Exchange via ASU GCL, Jacksonville, Florida Oct 2025 – Nov 2025

- Structured an ambiguous problem space by framing key questions and aligning the team and client on a clear strategic focus.
- Translated insights and stakeholder inputs into practical event workflows that emphasized feasibility and repeatable execution.
- Built deliverable quality baselines by validating assumptions and simplifying narratives for client use.
- Contributed to business cases, event calendars, and KPI frameworks to support planning and future scaling decisions.
- Coordinated team tasks and synthesized inputs to deliver a cohesive strategic roadmap on time.

**Associate Business Consultant Intern** Waters Business Consulting Group, Tempe, Arizona May 2025 – Aug 2025

- Strengthened operational structures for clients and internal teams, improving efficiency and scalability.
- Optimized CRM and ERP systems, preparing infrastructure for increased client acquisition and sales growth.
- Streamlined sales cycle processes, enabling clearer pipeline management and stronger revenue planning.
- Built client-facing materials including CIMs, pitch decks, and investor databases, enhancing fundraising readiness.

**Associate Business Consultant Intern** Waters Business Consulting Group, Tempe, Arizona Nov 2022 – May 2024

- Managed numerous clients across various industries, providing tailored solutions and implementation guidance, resulting in improved operational efficiency and client satisfaction.
- Designed and implemented KPIs, OKRs, and business financial dashboards, leading to enhanced performance tracking and decision-making.
- Built sales and business pipeline trackers and financial forecasting models with analysts, facilitating better financial planning and strategy.
- Curated operational workflows and organization charts to streamline processes and improve organizational structure.
- Created proposals for new clients and meeting agendas for weekly consulting sessions, resulting in clearer communication and more effective client engagements.

**Associate Business Analyst for USAA** HCL Tech, Tempe, Arizona May 2022 - Nov 2022

- Reviewed and managed the story capacity of the team using the Rally Agile Dashboard, ensuring optimal resource allocation.
- Coordinated and created stories and features for agile project delivery, resulting in timely and efficient project completion.
- Focused on data governance and compliance using Data Lineage reports, certification, and validation processes, ensuring regulatory adherence.

**Intern – Strategy Advisory** KPMG, Doha, Qatar June 2021 - July 2021

- Assisted QatarRail in developing a more efficient management structure by identifying and bridging operational gaps, enhancing overall operational efficiency.
- Developed the security procedure and standardized documents in an easy-to-adapt format, improving operational consistency.
- Conducted an import-export analysis for a warehousing client, providing insights that increased revenue and secondary industry development.

## LEADERSHIP AND CERTIFICATES

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| • ML3 Leadership Challenge   | April 2024 |
| • Certificate: Customer Analytics – Wharton University of Pennsylvania online via Coursera | June 2024  |
| • Tata Consulting Service – Summer 2025 CRM Implementation Case Study Competition Winner   | Aug 2025   |