

# Sai Karri

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## Education

**Certificates Achieved:** Google Project Management Certificate, Outsmarting Intermittency, Sales and CRM Overview Salesforce, Renewable Power and Electricity Systems, Lithium Based Batteries, Electric Power Systems, Electric Utilities Fundamentals and Future (2023-2024)

**Hanze University of Applied Sciences:** *Groningen, Netherlands (2019)*

Masters in Engineering - Sustainable Energy System Management

**Frankfurt University of Applied Sciences (1 Semester):** *Frankfurt, Germany (2016)*

Bachelor of Business Administration - International Business

**University of Wisconsin - Milwaukee:** *Milwaukee, Wisconsin (2011 - 2016)*

Bachelor of Business Administration – Finance and Economics GPA: 3.619 Cum Laude Distinction and Dean's List

## Skills

HelioScope, PVsyst, Financial Modeling and Analysis, Salesforce, Forecasting, Sales Optimization, Macros, VBA, SAP, Microsoft Excel, Process Streamlining, Relationship Management, Customer Service, Data Analysis, Financial Literacy, PeopleSoft, Slack, MATLAB, Adobe CC, Google Suite, and Photography

## Profile

Experienced Financial Analyst specializing in sales, financial analysis, and process improvement. I'm seeking an analyst role in the finance and renewable energy industry to drive growth through deal negotiations and forecasting. My passion for modeling comes from a place of improving tasks through automation and leveraging the use of Machine Learning.

## Professional Experience

**Project Manager (Pro Bono): Off-Grid Solar PV Project – Brookfield, Wisconsin (August 2023 – September 2023)**

- Managed and executed an off-grid 4-Kilowatt solar PV project while keeping it under the budget of \$8,000
- Reduced overall cost of system by 30% (Inflation Reduction Act), while utilizing Open Solar and Project Sunroof for precise system design and Microsoft Excel for Financial Analysis (ROI)
- Utilized Salesforce for tracking and organizing the project timeline, which streamlined and tracked the sales pipeline of various vendors and materials for the project, resulting in a completed project ahead of schedule by 25%
- Obtained city permits, ensuring compliance with local building and electrical regulations using load analysis and IronRidge Design Assistant to showcase the stability of the solar panel structural support
- Drew Single-Line Diagrams utilizing Draw.io to help visualize the electrical power system from the solar panels to the inverter, battery and loads, which helped during the conceptualization phase of the project
- Sourced materials from national suppliers, optimizing cost and quality, while reducing lead time by 50%
- Physically installed a Solar PV System, IronRidge HUG™ mounting system, electrical wiring, EG4 inverter and LiFePower (Lithium-Iron Phosphate) Battery and BMS System configuration

**Owner: Elektrik Events – Austin, Texas (June 2023 – Present)**

- Strategically align photography services with the unique needs of the energy sector, providing high-quality images that enhance marketing materials and documentation for conferences
- Demonstrated proficiency in managing end-to-end business operations, including client communication, project planning, and budgeting, resulting in a 50% increase of clients and maintaining time efficiently through ClickUp
- Collaborated with event organizers, sponsors, and stakeholders to understand their unique visual requirements and delivered tailored photography solutions that exceeded expectations

**Team Member: Honest Mary's – Austin, Texas (October 2022 – April 2023)**

- Top sales performer for gift cards among all team members across multiple franchises, resulting in a 40% increase in holiday gift card sales, bringing in an extra \$1,200+ in revenue
- Demonstrated strong leadership skills by mediating conflicts between the team through root-cause analysis, resulting in positive resolutions and increasing team morale

- Successfully prioritized tasks to meet daily requirements by compartmentalizing key duties into groups to keep the workspace organized and increased workflow efficiencies by 10%

#### **Natural Gas Analyst: Gasterra – Groningen, Netherlands (2020)**

- Created a gas pricing model to predict future gas prices of gas based on extreme weather once every 10 years using MATLAB and Bayesian Regression models, which determined out-of-pocket expenses for residents
- Created visual representations through Python and Excel to show the regression model behavior over 10 years
- Collected price data using national energy rates in the Netherlands and analyzed gas pipelines coming to the country

#### **Appliance Sales Specialist Pacific Sales: Best Buy – Brookfield, Wisconsin (2017 – 2018)**

- Developed positive relationships with customers through effective communication and applied product knowledge to recommend suitable solutions, resulting in increased margins of 15% from accessory sales
- Implemented successful sales tactics, including the use of leading questions learned from various literature sources to increase the average sale price (ASP) of home appliances by 10%
- Attended vendor product training sessions to stay informed about industry trends and product updates, enabling the ability to better meet customers' requirements, increasing upgrades by 20%

#### **Billing Contract Financial Analyst 1: FIS Global – Brown Deer, Wisconsin (2017)**

- Validated Debit Memo Requests (DMR) on a monthly basis, utilizing variance analysis and Microsoft Excel V-Lookup tables to rectify inconsistent prices through percentage adjustments, enhancing precision by 60%
- Analyzed pricing schedules from contracts and amended prices in SAP pricing tabs increasing the accuracy by 80%
- Utilized Access Database forms to efficiently record, organize, and consolidate contract information, including historical data, and completed BITSY items, keeping the data organized and increased time efficiency by 15%

#### **Enterprise Vendor & Alliance Management Intern: Northwestern Mutual – Milwaukee, Wisconsin (2015 – 2016)**

- Conducted thorough evaluations of public and private companies, assessing their financial reports in Credit Risk Monitoring to ensure strategic business partnerships contributed to the overall success of Northwestern Mutual
- Implemented business process improvements at Northwestern Mutual, collaborating with cross-functional teams to achieve a 20% increase in operational efficiency through updated workspaces and streamlined workflow processes
- Employed data analysis skills to compile a list of over 1000 business partners using Microsoft Excel and V-Lookup tables, resulting in a 40% reduction of expiring notifications within our contract management software (Ariba)

#### **Finance Intern: Johnson Controls Inc – Glendale, Wisconsin (2014)**

- Collaborated with a team of 14 colleagues to achieve monthly sales goals of \$30 Million by calling 250 customers in 9 states and contributing over \$200,000 in sales through the conversion of cold calls to checks using persuasion
- Employed advanced financial analysis skills to systematically recover 70% of overdue payments for the Accounts Receivable team using Pivot Tables and Advanced Excel analysis
- Utilized account reconciliation via Microsoft Excel aging schedules (V-Lookup tables and sorting) to consolidate write-offs and payments made through check transactions, increasing time efficiency by 20%

### **Extra-Curricular Activities**

#### **Extra Projects:**

- Excel-based Dynamic Battery Display, Solar Panel Design, Gas Prediction Model via MATLAB, Bond Pricing, Loan Amortization, Monte Carlo Analysis, and Capital Budgeting

#### **Treasurer and President: Collegiate Entrepreneurship Organization – Milwaukee, Wisconsin (2013-2015)**

- Led a team of 5 officers to ensure 6 events per semester were planned and executed by delegating workload
- Successfully increased membership attendance over 100% to create the best opening event by speaking in classes
- Reformulated events by teaching concepts and started creating a small business throughout the semester
- Coordinated 3 national conference trips by fundraising over \$3500 through food sales and donations

#### **Treasurer and Member (Biotechnology Analyst): Student Investment Club – Milwaukee, Wisconsin (2013-2015)**

- Pitched stocks to members with in-depth analysis of company drivers, industry news and financials, successfully integrating my recommendation into the University fund portfolio worth \$50,000
- Collected over \$1100 and saved 45% of expenses to cover administrative costs and utilized funds for national trips