

KRISHNA PRASAD POTHUGUNTA

SUMMARY:

- Pursuing master's in business Analytics program at Florida State University to further strengthen my Data Analysis and Programming skills
- Assistant Professor (**UGC NET Qualified**) for MBA students with nearly four years of experience in finance and statistics specialization
- **MBA in finance** with nearly one-year experience in financial advisory sector and four years of experience in IT consulting services in Banking and Healthcare sectors
- Over two years' experience in business analytics using financial data modeling tools
- Passed **CFA level 1** and certified in Basic SAS 9 and Advanced Business Analytics using R
- Have hands on **domain experience** in the Banking Field, Mortgage, and Information System
- Strengths include big picture focus while developing strategic business solutions that includes: gap and risk analysis, facilitated functional design meeting and documenting requirements, use cases and test cases, and excellent communication skills

EDUCATION:

- **Master of Science in Business Analytics, GPA: 4.00/4** *Expected May 2019*
Florida State University, Tallahassee
- **Master of Business Administration (Finance), GPA: 3.62 / 4** *May 2012*
University at Buffalo, The State University of New York, Buffalo, New York
- **Bachelor of Engineering (Electronics and Communications)** *April 2007*
GITAM College of Engineering, Andhra University, India
- **GMAT Score: 670 – Quant: 46, Verbal: 36**
- **IELTS Overall Band: 8**

PROFESSIONAL EXPERIENCE:

Florida State University (FSU), Tallahassee, USA *June 2018 - Present*
Graduate Assistant

- Gather and analyze data from the internet related to comments on the social media platforms
- Perform research work in python language to understand a specific pattern in the data among a chosen industry
- Meet the project supervisor at least once in a week to discuss the updates on the assignments
- Created a simple web page using Flask module from the python language

Student Athlete Academic Services (SAAS), FSU, Tallahassee, USA *September 2018 - Present*
Tutor (part – time)

- Teach courses related to Statistics, Financial and Managerial Accounting, and Finance etc. for the student athletes at FSU on one on one basis
- Send daily session reports to the supervisor that entail the assignments or material discussed, and the performance of the students in the session

Alliance School of Business, Alliance University, Bangalore, India *August 2017 – April 2018*
Assistant Professor (MBA)

- Taught Business Statistics, Operations Research and Business Research Methods
- Acted as a liaison for international certification programs and semester exchange programs with foreign universities from countries such as USA, Scotland etc.
- Pursued research in Global Competitive Score of India and the impact of various cultural factors on the competitive growth of India, and comparison of BSE 500 companies based on market capitalization and Sharpe ratio

- Assisted the Alliance School of Business Research Center (ARC) in the preparation of brochures and invitations for various FDPs and Seminars

Center for Management Studies, Presidency College, Bangalore, India
Assistant Professor (MBA)

August 2016 – August 2017

- Taught Corporate Valuation and Restructuring, Indian Financial System for third semester finance specialization, and Statistics for Managers for first semester students
- Handled International Financial Management for fourth semester finance students, Quantitative Techniques and Operations Research for second semester students
- Research interests includes Portfolio Optimization, Valuation of Credit Derivatives, and Indian Financial Markets using Econometrics and Data Analytics through SPSS and R
- Coordinated the Student Development Activities which involve outdoor team – building events and social service activities

Koshys Institute of Management Studies, Bangalore, India
Assistant Professor (MBA)

September 2014 – August 2016

- Handled subjects for second year finance specialization – Investment Analysis and Management, Indian Financial System, and Corporate Valuation and Restructuring
- Taught Statistics for Management, Quantitative Techniques & Operations Research, and Corporate Finance for first year MBA students
- Conducted active research in areas such as Prediction of stock price listed on BSE, Time – series analysis and various linear programming models
- Trained students for campus placements through conducting practice interviews and resume writing
- Coordinated weekly research meetings and maintains the minutes of meeting
- Conducted training sessions for students on MS Excel and Online Trading Portals (i.e. Economic Times Portfolio and MoneyControl Portfolio etc.)
- Coordinated Group Discussion and Memory Games session to encourage students to participate in seminars and networking events

Capital Fortunes Private Limited, Hyderabad, India
Analyst

September 2013 – August 2014

- Managed Prowess database to generate financial reports of various companies related to industries such as Agro – Processing, Media & Entertainment and Urban Infrastructure etc.
- Developed financial models from the industry's big players' annual reports and summarize demand growth estimates and constraints for the industry in the future
- Analyzed and create a consolidated report on the Agro - Processing industry with data related to production, exports, imports, FDI (Foreign Direct Investment) and government policies
- Created a report on „Setting up a TV Channel in Andhra Pradesh – India“ to assist the higher management in developing new business opportunities for the company
- Assisted the Assistant Vice President in the submission of relevant documents for the ongoing projects
- On daily based research of government and private websites for any new tenders that company can fulfill
- Communicated with the Vice President on a weekly basis regarding the status and feedback of my work
- Received extensive training on Public-Private Partnership (PPP) projects in India and PPP impact on growing infrastructure demand in India

Blue Cross Blue Shield Association, Kansas City, U. S. A
Business Analyst

August 2012 – April 2013

- Coordinated and met with various groups, including business owners, SMEs (subject matter experts) and marketing team, for requirements gathering in definition stage
- Developed, coordinated and supported Information Technology Division on all operational requirements of FACETS claims processing system and production management
- Worked with the project manager for planning and organizing the project activities, and in communicating with other business center managers and stakeholders of the project
- Used MS Visio extensively to create business and use cases with the help of flow charts

- Involved in all major cycles and phases of the project from scope definition risk analysis to user acceptance testing and monitoring the release of the product

Clarence Chamber of Commerce, Buffalo, U. S. A

June 2011 - August 2011

Project Coordinator – Summer Intern

- Designed a step-by-step plan for „Doing Business in Clarence“ which was successfully implemented and helped existing business owners expand operations and entrepreneurs set up new business
- Consulted with Town of Clarence seven department supervisors to develop streamlined process on the potential market growth opportunities for commercial sector in the Clarence town
- Actively involved in reporting project updates, managing project resources, conflict resolution and maintaining project deadline
- Coordinated work plans between president and customers. Scheduled and tracked progress of team members through project completion

Infosys Technologies Limited, Mysore, India

June 2009 - May 2010

Senior Systems Engineer

- Managed a team of four throughout the projects lifecycle of the product from the requirement gathering through design, development, QA to the rollout, customer integration and support
- Created and implemented a screenshot tool focused on banking industry projects that assisted my team in logging 2000 defects, significantly exceeding senior management and client expectations for uncovering problems
- Exceeded manager's expectations by volunteering to provide knowledge transfer sessions to 12 newcomers in the account, maintaining high level of security standards
- Interacted with global clients via web conference to identify and execute project requirements and collaborated with team members internationally to resolve issues and discuss progress

Systems Engineer

May 2007 - May 2009

- Successfully supervised a team of five people for two KPMG audits of Charles Schwab's offshore work center, ensuring that security compliance was not breached by site employees
- Mentored two new systems engineers successfully by making sure that all the deliverables were processed in time and without any defects
- Evaluated and prepared reports on technical environments and tools (MOSS 2007, Docway) for C-level managers of British Petroleum to help manage its oil exports
- Focused deployment of Server builds and coded web designed interfaces using AJAX, XML, and XSL

RESEARCH PUBLICATIONS & SEMINARS:

- "Key Elements for selecting Retail Bank in Bangalore – Comparative Analysis of Gender Specific Decisions" - Asian Journal of Research in Banking and Finance - ISSN 2249-7323, Vol. 7, No. 8, pp. 134-150

August 2017

- Presented Paper on "Portfolio Optimisation of IT Stocks based on Risk and Return" at Koshys Institute of Management Studies, Bangalore

October 2016

- "A Comparative Study between Neural Networks and ARIMAX in the Prediction of BSE S&P Sensex" – International Journal of Social Sciences and Interdisciplinary Research – eISSN – 2277 – 3630

September 2016

- Presented paper on "Key Elements for Selecting Retail Bank in Bangalore – Comparative Analysis of Gender specific decisions" at Jyothi Summit 2016 in Jyothi Nivas College, Bangalore

September 2016

- "A Study on the Application of Correlation and Regression to Assess the Impact made by the Companies listed under BSE 30 on the index" – International Journal of Management and Social Sciences (IJMSRR) – eISSN: 2349 – 6746, Volume 1, Issue 1

January 2016

- "Forecasting Using Time Series Models" – International Journal of Combined Research & Development (IJCRD) – eISSN: 2321 – 225X, Volume 4, Issue 5

May 2015

FACULTY DEVELOPMENT PROGRAMS & WORKSHOPS:

- Two – day workshop on „Qualitative Research Methods and Application: In – Depth Explanation of Phenomenology and Grounded Theory“ *October 2017*
- Workshop on „Practical Approach to Stocks and Derivatives Trading“ *October 2016*
- FDP on „Facilitating Entrepreneurship“ by MSME – Center of Excellence, Indian Institute of Science, Bangalore and KASSIA *September 2016*
- FDP on „Selection of Statistical Tools for Research“ using SPSS *April 2016*
- FDP on „Solving Operations Research Problems Using MS – EXCEL“ *May 2015*
- FDP on „Corporate Valuation & Foreign Exchange Risk Management“ *April 2015*
- Workshop on „Vishleshan: An Open Discussion on Union Budget 2015-16“ *March 2015*
- Orientation program on „Technology for Management“ *February 2015*

PROFESSIONAL CERTIFICATIONS:

- Advanced Business Analytics using R
- Qualified for Assistant Professor – UGC NET January 2017
- Passed the Chartered Financial Analyst (CFA) Level 1
- Base Programming for SAS 9
- Infosys Banking and Capital Markets – BCM101

TECHNICAL SKILLS:

Operating Systems: UNIX and Windows 2003/XP

Programming Languages: Python, SAS, R, Dot Net and MOSS 2007

Web Servers: Microsoft IIS, Apache and Tomcat.

Tools: Excel (Data Modeling), Microsoft Word, PowerPoint, Access and Visio

Database: MS SQL Server 2000/2005, Oracle 6.0/8.0, MySql and MS Access

ACADEMIC ACHIEVEMENTS:

- **Trained** undergrad students in basic accounting and finance concepts for one year as a member of Beta Alpha Psi organization *December 2010 - December 2011*
- **2nd Place** – Markstrat – Strategic Marketing Simulation – Course: Market Planning
- Hada Labo – Mentholatum Marketing Launch campaign – Course: Marketing Management
- Key findings and recommendation of strategies to Reddy Ice Holdings – Course: Strategy Management
- Volunteered for arranging the 50-50 raffle tickets and assisted the vendors in setting up the stores at the *Taste of Clarence* event *August 2011*
- **Buffalo Micro Enterprise, Consulting Project** - Interviewed budding entrepreneurs lacking funding. Formulated business models to assist entrepreneurs in setting up business and tracking investment inflow in Excel with a goal of \$10,000 *November 2010 - May 2011*
- **Deloitte, Corporate Champion Program** - Analyzed and evaluated key operating procedures to aid Deloitte in creating an environment that encourages and supports people to stay in company for more than two years. Performed data analysis, formulated quantitative hypothesis and recommended key findings *August 2010 - November 2010*

POSITIONS OF RESPONSIBILITY:

- **Vice President of Finance** – International Business Association, University at Buffalo *April 2011 - April 2012*
- **Executive Webmaster** – Finance Management Association, University at Buffalo *April 2011 - April 2012*

- **Student Assistant** – Public Sites Consultant, University at Buffalo
- **Practice Interviewer** – Career Resource Center, University at Buffalo

March 2011 - April 2012

September 2010 - May 2011

ACTIVITIES:

- Coordinated a two-day workshop on 'Qualitative Research in Phenomenology' at Alliance School of Business in correspondence with Alliance University Research Cell *November 2017*
- Coordinated Student Development Activity in participation with Enable India to spread awareness on interactions with physically challenged people *November 2016*
- Organized "Aashreya 2015" – Blood donation and Fund-raising camp inside Koshys College campus
- Organized blood donation camps and fundraising events as a part of International Business Association in University at Buffalo *April 2011 - April 2012*
- Organized tree plantations in four different schools around Mysore with a total of over 1000 new trees across all areas and participated in *Go Green* *November 2008*
- Acquired basic reading and writing skills in French
- Captained university soccer team to finish second in state level championship *December 2006*

DECLARATION:

I hereby solemnly affirm that all the details provided above are true to the best of my knowledge and belief. I will also carry myself in a manner that lends dignity to the organization.

Krishna Prasad Pothugunta
Tallahassee, FL