

AJAY RAMINENI

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EDUCATION

Worcester Polytechnic Institute

Master of Science in Business Analytics | GPA: 4.0 / 4.0

Worcester, MA

Jan. 2025 – Dec. 2026

EXPERIENCE

DataStatz – Data Analytics SaaS Platform

Jan. 2025 – Present

Founder and Product Engineer | Next.js, FastAPI, Python, Supabase, Docker, Vercel

- Built a no-code automated data analysis platform at [datastatz.com](#), enabling students and researchers to upload CSV or Excel files and receive instant EDA, cleaning diagnostics, ML feasibility scoring, and structured insights without writing code.
- Architected a 6-service FastAPI backend (Parser, Cleaning, EDA, Scope, Insight, AutoML) with Pydantic validation, deployed on Render via Docker, with Supabase Postgres powering persistent public report sharing and user authentication via stateless email OTP.
- Engineered an AutoML pipeline running 5 simultaneous models (Logistic Regression, Random Forest, Gradient Boosting, SVM, SVR) with ranked comparison, confidence scoring, and an interactive cleaning panel supporting apply, preview, and undo operations.

Visatree Consultants

Hyderabad, India

Business Development Manager

Jun. 2022 – Nov. 2024

- Led a team of 8 to double annual revenue through targeted client acquisition; secured 30+ institutional partnerships by tracking market data and immigration policy shifts.
- Converted 75% of 200+ leads into clients, growing revenue by 40% through consultative selling and relationship management.
- Streamlined visa consulting workflows supporting 50+ monthly university placements across the US, UK, Canada, and Australia.

Universal Tribes / GoodSpace

Hyderabad, India

Sales & Marketing Intern / Marketing Intern

Jan. 2022 – Mar. 2022

- Executed digital and offline campaigns for lead pipeline growth; assisted with social media content strategy, community engagement, and performance analytics.

PROJECTS

Nike Business Intelligence Dashboard | Power BI, SQL, Data Warehousing, SAP ERP, Snowflake

WPI, Spring 2025

- Analyzed 3 datasets totaling 110K+ records (US retail transactions, StockX resell data, global factory records); built Power BI dashboards surfacing regional sales KPIs, retail vs. resell price trends, and factory workforce analytics.
- Proposed a unified data warehouse strategy consolidating Nike's SAP ERP, Snowflake, and Oracle systems to accelerate data-driven decision making across business units.

Anime Recommendation System | Python, Pandas, TF-IDF, cosine similarity, K-Means, PCA, scikit-learn

WPI, Spring 2025

- Cleaned and processed a 12K+ entry dataset; engineered a content-based recommender using TF-IDF and cosine similarity, then applied K-Means clustering and PCA for viewer segmentation and interactive visualizations.

IT Strategic Plan – Rotaract District 3150 | IT Governance, Cloud Policy, Risk Management

WPI, Spring 2025

- Developed a full IT governance framework for 100+ clubs covering CIO role definition, cloud adoption policy, BYOD standards, AI tool integration, and disaster recovery; identified tool consolidations reducing projected IT costs by \$3,000/year.

Digital Marketing Strategy – CollegeROI | SEO, GA4, Instagram, LinkedIn, YouTube, KPI Design

WPI, Spring 2025

- Designed a full-funnel digital marketing strategy with brand persona, SEO content calendar, and influencer roadmap; conducted multi-platform audit across Instagram, LinkedIn, and YouTube with measurable engagement KPIs.

TECHNICAL SKILLS

Languages: Python, SQL, JavaScript, HTML/CSS

Frameworks and Libraries: FastAPI, Next.js, Pandas, NumPy, SciPy, scikit-learn, React

Tools and Platforms: Supabase, Docker, Vercel, Render, GitHub, Google Analytics 4, Google Ads, Tally ERP 9

Core Competencies: Exploratory Data Analysis, AutoML, Data Cleaning, Business Intelligence, Business Development, Digital Marketing Strategy

CERTIFICATIONS

Machine Learning Specialization – DeepLearning.AI & Stanford University (Mar. 2026)

Machine Learning Pipelines with Azure ML Studio – Coursera (Mar. 2026)

Google Ads Search Certification (Apr. 2025) · Google Analytics 4 Certification (Apr. 2025) · Hootsuite Platform Certification (Apr. 2025)