

SAHITHI RAMPALLY

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EDUCATION

University of North Carolina at Chapel Hill – Kenan-Flagler Business School (GPA: 3.78)

Chapel Hill, NC

B.S. in Business Administration, Finance Concentration | B.A. in Data Science

Expected Graduation: May 2027

WORK EXPERIENCE

Bank of America

Charlotte, NC

AI Governance Intern, Global Strategy & Enterprise Platforms

Jun 2026 – Aug 2026

- Built an AI/ML inventory and scorecard automation workflow — integrating SQL, Excel/VBA, and PowerPoint — adopted by the quality assurance team, cutting manual data retrieval and triage steps by 55% across recurring model risk reviews.
- Refactored and optimized SQL scripts for recurring AI governance reporting, reducing runtime by 86%.
- Coordinated risk assessments for 4 AI models against enterprise policy and model risk standards, documenting gaps in 2 models and driving remediation plans with model owners through cross-functional model vetting.

Fusia Health

New York, NY (Remote)

Strategy & Operations Lead (Early-stage Healthcare startup)

Aug 2025 – Jun 2026

- Partnered with case managers at a 135-bed rehabilitation hospital to translate field feedback into product requirements for AI-assisted facility matching, referral packet generation, and bidirectional communication.
- Developed a synthetic patient data pilot plan, defining hospital workflows, success metrics, and evaluation scope for a phased rollout.
- Built and executed a go-to-market process across 300+ home infusion pharmacy prospects, generating 8 qualified pilot opportunities.
- Modeled pricing, unit economics, and five-year growth across 3 customer segments, projecting \$1.2M-\$5M ARR at scale; produced investor materials that helped secure 15+ investor meetings.

Cisco

San Jose, CA

Data Analyst Intern, Commerce Operations

May 2025 – Aug 2025

- Automated cross-functional reporting workflows across Jira, SharePoint, and Excel using Python, eliminating 40 hours of manual analysis per month.
- Built an AI infrastructure ROI model spanning 6 partner teams to quantify efficiency gains, estimating 33% time savings and \$450K in annualized labor savings.
- Synthesized SQL and Tableau engagement analysis across 1,260+ digital commerce assets into recommendations for 3 priority content gaps, which leadership adopted.

LEADERSHIP & PROJECTS

Spice and Wellness Society

Chapel Hill, NC

Vice President of Finance

Aug 2024 – Jan 2026

- Managed a zero-based budget across 8 events, maximizing ROI per dollar spent; secured \$4.5K in funding and corporate sponsorships, reaching 130% of fundraising target.

Milwaukee Bucks Business Analytics Hackathon

Remote

1st Place – Team of 4

Feb 2025

- Built RFM segmentation, Markov chain models, and churn prediction; combined modeling with journey mapping to identify engagement, retention, and revenue opportunities.
- Proposed targeted improvements to existing Bucks platforms to encourage season ticket upgrades, reduce churn, and grow customer lifetime value; presented recommendations to Bucks and Modine executives

SKILLS & INTERESTS

- **Skills:** Program & project coordination, cross-functional stakeholder management, risk assessment & governance, process automation, pilot program planning, quality assurance, journey mapping, customer segmentation, retention analysis, go-to-market strategy, pricing, unit economics, ROI modeling, scenario planning, stakeholder reporting
- **Tools:** Python (pandas, NumPy, scikit-learn), SQL, Excel, VBA, PowerPoint, R, Java, Tableau, Jira, SharePoint
- **Interests:** Strength training, ice skating, guitar, hiking, language learning