

Nayanika Tenneti

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SUMMARY

Data-driven analytics professional with 6+ years of experience transforming complex datasets into actionable insights that improve revenue performance and operational efficiency. Proficient in SQL, Python, and BI tools, with a proven ability to lead data initiatives, influence business decisions, and optimize processes across global finance, operations, and SaaS environments.

EDUCATION

Masters in Business Analytics and Decision Science University of Leeds, Leeds, United Kingdom	Sep 2023 - Sep 2024
Bachelors of Science in Electronics and Communication GVP College of Engineering, Visakhapatnam, India	Jun 2013 - Jun 2017

SKILLS

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|-----------------|---------------------------|--|
| • Python | • Power BI | • Data Migration & ETL Design |
| • SQL | • Advance Microsoft Excel | • Revenue Forecasting & MRR Estimation |
| • R Programming | • Statistical Analysis | |
| • Tableau | • Root Cause Analysis | • Churn & Retention Analysis |

WORK EXPERIENCE

Data Analyst - Consultant , Physitrack PLC	Remote, United Kingdom Jan 2022 - Present
<ul style="list-style-type: none">Designed and implemented a scalable CRM-to-Chargebee data migration pipeline using database management tools like SQL and API scripting with Python libraries (e.g., Pandas) to build a robust ETL framework. This reduced manual onboarding effort by 60% and significantly accelerated go-live timelines across two global subsidiaries.Managed database architecture and schema design to standardize critical data fields across systems, ensuring data integrity, accuracy, and interoperability. Automated system updates using Chargebee APIs and Python, and conducted deep-dive audits to resolve data discrepancies, improving overall data migration efficiency by 30%.Enhanced financial visibility and operational efficiency for 100K+ global customers by leading MRR forecasting, renewal analytics, and global invoice processing. Developed Power BI and Excel dashboards to monitor key KPIs and supported a customer retention rate of 15%, while overseeing over \$10M in monthly recurring revenue.Drove revenue growth and strategic pricing decisions by developing a dynamic Excel-based pricing analysis dashboard for leadership. Collaborated with cross-functional teams across customer success, sales, and support, enabling real-time pricing simulations and strategy alignment across multiple subsidiaries.Performed user cohort and LTV analysis using Excel and SQL to track post-price-rise churn and retention trends, informing data-driven pricing, messaging, and renewal strategies. Contributed to a 10% YoY revenue increase, directly supporting company OKRs.	
Senior Data Migration Engineer, Chargebee	Chennai, India Apr 2019 - Jan 2022
<ul style="list-style-type: none">Managed complex data migration workflows for over 500 global clients, processing 5M+ records by architecting scalable ETL pipelines leveraging Amazon Redshift, SQL, and Python with REST APIs, reducing manual effort by 25% and enabling efficient client onboarding at scale.Conducted thorough root cause analysis on migration discrepancies and developed real-time error monitoring dashboards, which improved SLA compliance by 20%, enhanced data accuracy, and minimized post-migration disruptions, significantly boosting customer satisfaction.Designed and implemented predictive, data-driven forecasting models alongside differentiated KPIs tailored to businesses, enabling proactive go-live readiness assessments that accelerated implementation timelines by 30% and increased customer satisfaction by 15%.	