

KAUSHAL S

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[Portfolio](#) | [LinkedIn](#)

PROFESSIONAL SUMMARY

Program Management Associate with strong experience in **data-driven operations, reporting, and analytics** within large-scale **CSR program operations**. Skilled in **SQL, Python, Power BI and Excel** with a proven track record of turning program data into actionable insights for decision-making.

Recently **promoted to Assistant Program Manager** (effective April 2026) for demonstrating excellence in **data-led reporting, stakeholder coordination, and program leadership**.

WORK / INTERNSHIP EXPERIENCE

PROGRAM MANAGEMENT ASSOCIATE | TNS INDIA FOUNDATION

December 2023 – Present

- Worked on **large datasets** (20,000 beneficiaries) using Excel and Google Sheets to create **performance trackers, pivot tables, and summary reports** for multiple CSR programs. Used **SQL** for data extraction, cleaning, and exploratory analysis to identify participant trends.
- Built **Power BI dashboards** to track key program outcomes like enrollments, dropouts, and placements. These helped donor partners like **Accenture, Capgemini, JP Morgan, and Salesforce** get a clear picture of how the programs were performing.
- Prepared regular reports and **presentations for internal leadership and external stakeholders**. I focused on keeping the insights simple, actionable, and closely tied to program goals.
- **Automated recurring reporting workflows** with advanced Excel formulas, **reducing manual effort by 30%** and improving **data reliability** for recurring impact reporting.
- Worked closely with the **tech team** during our **Salesforce rollout** — helping **map workflows** and test the system so that the data flow and tracking worked smoothly.
- **Analyzed data** from assessments and ongoing training sessions to find trends and areas where participants were struggling. Shared these **insights with program managers to improve delivery**.
- **Collaborated** with different teams — operations, leadership, tech — to make sure our reporting captured what mattered and **supported decision-making**.
- Helped with program impact evaluations by comparing pre- and post-training performance, and identifying which participant groups responded better to which interventions.
- Was recognized as "**Star Performer of the Year 2025**" for delivering clean, **reliable dashboards and reports** that made an impact on both strategy and **day-to-day decisions**.
- Have Been applying **Python (NumPy, Pandas, Matplotlib)** for basic **clustering and regression** tasks, with the goal of applying segmentation and prediction techniques to improve analytics workflows.

BUSINESS DEVELOPMENT ASSOCIATE | SAFEPRO ARTIFICIAL INTELLIGENCE VIDEO RESEARCH LABS

June 2023 - September 2023

- **Lead Generation & Market Research:** Identified potential clients through LinkedIn and inbound sources; categorized leads by industry and solution relevance.
- **Product Demonstrations:** Delivered tailored presentations and demos of AI-based video analytics tools, translating technical features into business outcomes.
- **Client Engagement:** Maintained structured communication with prospects, gathering business needs to support alignment with product capabilities.
- **Cross-functional Collaboration:** Coordinated with technical and product teams to relay client requirements and improve proposal relevance.
- **Industry Exposure:** Gained hands-on experience in B2B technology selling and built professional connections across Karnataka's industrial sector.

EDUCATION

- **MBA (Marketing) - 2023**
- **BBA(Finance) - 2021**
- **Pre-University - 2018**
- **10th Standard - 2016**

PROJECTS

PORTFOLIO - <https://kaushalgowda14.wixsite.com/wwwmyportfoliodotcom>

- **SQL Retail Data Analysis**
 - Analyzed a retail customer and sales database to uncover actionable insights on customer segmentation, sales performance, and process efficiency.
 - Designed a normalized data model in MySQL to streamline data storage and improve query performance.
 - Developed and executed SQL analytical queries (joins, subqueries, aggregates, and window functions) to measure monthly growth, regional sales trends, and inventory performance.
 - Applied advanced functions like SUM, COUNT, AVG, ROW_NUMBER, RANK, and CASE WHEN to generate diverse KPIs.
 - Created Power BI dashboards and Excel reports highlighting customer demographics, sales efficiency, and downtime analysis.
- **RedBus Travel Tech Data Analysis**
 - Solved a 50-question SQL case study simulating RedBus data to analyze bookings, routes, customers, and payments for business insights.
 - Wrote and optimized complex SQL queries using INNER/LEFT JOIN, GROUP BY, HAVING, CTEs, and window functions to extract trends and relationships.
 - Conducted fare and revenue analysis with functions like SUM, AVG, MAX, RANK functions to discover top-performing routes.
 - Performed cancellation and retention studies using booking frequency and payment patterns to detect customer behavior trends.
 - Translated analytical findings into Power BI visualizations and Excel dashboards supporting data-driven decision-making.
- **VTU MBA Project 2023: OTT Consumer Preferences**
 - Researched factors driving shifts in OTT platform preferences.
 - Collected survey data and analyzed trends using IBM SPSS (hypothesis testing, segmentation).
 - Assessed content quality, pricing, and UX impact on consumer choices.
 - Delivered insights with visualizations and strategic recommendations for OTT providers.

TECHNICAL SKILLS

Programming - SQL, Python
Visualization - Tableau, Power BI, Excel Charts, Salesforce
Database - MS SQL Server, Salesforce(cloud)
Soft Skills - Excellent verbal and written communication skills, presentation skills

CERTIFICATIONS

- **Certifications:** *Google Data Analytics by Coursera, Data Visualization Analytics Certificate, Data Science using python and machine learning (ongoing)*
- **Languages:** English, Hindi & Kannada