

Yash Gandhi

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Effective communicator and problem solver who excels at identifying and implementing tactics to improve and prosper as a team. Relies on work ethic and resourcefulness to adapt to and optimize the performance of an operation.

EDUCATION

B.S. Business Administration Management Information Systems, San Jose State University *Exp. Graduation: May 2024*

- FSAE Spartan Racing - Business team: Responsible for acquiring and fostering sponsor relationships

AS in Business Administration and AA in Economics, Foothill College

Apr 2021 - May 2022

- Graduated Summa Cum Laude, Dean's List: 2021, 2022
- Humanities Mellon Scholar
- DEI Advisory Board and Hiring Committee Member at the Science Learning Institute (SLI)

SKILLS

- Python, R, SQL, Pandas, CRMs (Monday, Streak, NEON), Click Up, Microsoft Suite, Google Suite
- In Progress: IBM Data Science Professional Cert. Planned: Google Project Management Cert., Salesforce, Tableau

RELEVANT EXPERIENCE

Licensed Realtor

Mar 2021 - Present

Berkshire Hathaway | Bay Area, CA

- Closed \$1.4M sales volume (2 home sales and 15 rental deals) with 5 star client satisfaction rating
- Project managed team of escrow officer, loan officer, selling/leasing agent, and relocation agent

Digital Humanities & Data Science Research Intern

May 2022 - Aug 2022

CESTA at Stanford University | Stanford, CA

- Led a team of 4 through design thinking process to convey systemic racism in a digestible manner
- Gathered and analyzed military equipment policy data from 300+ law enforcement agencies (LEA) in CA
- Analyzed and visualized data sets of 997 people fatally shot by police in CA, 468 LEAs, 178 shooting events

Nonprofit Business Development Intern

Jan 2022 - Mar 2022

San Jose Museum of Quilts and Textiles | San Jose, CA

- Established a dynamic scavenger hunt of exhibitions to increase interactivity and member retention
- Compiled & presented data on competitors' offerings and methods to revamp membership
- Composed donation appeals, grant applications, and procedural documentation for volunteers

Technology Consultant - Intern

Jul 2021 - Dec 2021

Gladeo | Remote

- Designed automated email marketing campaign with 9 templates: 32% open rate, 9% response rate
- Advised founders on SaaS applications and tools for: marketing, CRM, user analytics and visualization
- Researched and suggested use cases of AI/ML technologies to enhance current and future services

Sales Associate

Feb 2019 - Jul 2019

Sprint | Sunnyvale, CA

- Boosted store sales rank from bottom 5% to top 15% of company
- Earned Presidential Award as a top 10 performer in Western Region
- Guided GM and team members on sales strategy benefiting client and company

Assistant General Manager

Feb 2018 - Feb 2019

Nekter Juice Bar | Mountain View, CA

- Promoted in 2 months for raising Yelp rating from 2 to 4 stars and receiving glowing reviews
- Performed cost reduction analysis, managed inventory, hired and trained staff

PROJECTS

Co-founder of Lotus Guardian Inc. *Dec 2021 - Present*

- Assembled and directed team of 4 (2 industry experts, designer, developer team in India) to build a mobile app entering beta testing
- Conducted risk analysis, financial projections; created wireframes

SLI: STEM-A-THON

Planning: Jan 2022 - May 2022

- Organized event where 42 students were challenged to use design thinking to tackle DEI related social issues
- Event managed 3 teams: marketing, logistics, program
- Coordinated with 4 industry guest speakers and 6 faculty and staff judges