

## Balakrishna Sastry (Balu)

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### EDUCATION

**University of California, Irvine** Irvine, CA **06/2009**

*Masters in Business Administration*

GMAT: 710

Coursework includes Finance, Corporate Valuation, Investments, and Financial Statements Analysis

**University of California, Los Angeles** Los Angeles, CA **04/2002**

*BA Economics/International Area Studies*

### EXPERIENCE

**Southern California Edison** **06/2008 – present**

*MBA Intern*

Responsible for reports related to energy efficiency campaigns designed to help businesses save kilowatt hours as required by the California Public Utilities Commission.

- Developed a compact sales tool for business customer account representatives to track kilowatt hour savings; this helped to better identify higher potential business customers
- Summarized 6 industrial energy efficiency programs and helped identify the opportunities and challenges in successfully marketing the programs.
- Organized business collateral material to be stored in a common database for future tracking and inventory management.

**Fanfare Media Works** Valencia, CA **11/2004 – 12/2005**

*Sales Analyst*

Developed and maintained various sales data reports which measured profit margins, sales trends, and potential losses to the company

- Calculated losses to Fanfare Media as a result of a Supermarket Chain's decision to change existing supermarkets into lifestyle stores; This helped to claim damages up to \$400,000.
- Generated and maintained the monthly registered tape sales report and identified profitability by supermarket chain and market penetration.
- Analyzed the negative revenue stores and presented findings to management to be used in future contract negotiations.
- Enhanced existing cash flow model used to identify percentage of revenue collected by the respective products of the company; this was used to allocate future investments for growth.

**Countrywide Home Loans** Simi Valley, CA **08/2002 – 10/2004**

*Business Analyst (08/2003 – 10/2004)*

Tracked missing loan document trends on the Smartflow system and worked with IT to enhance technician work queues.

- Forecasted future inventory levels through the use of sample data and document aging analysis with goals to reduce inventory by 50%.
- Developed part of a lender-ranking database, which measures nearly 1800 Lenders; this complemented a staffing model and helped identify the optimum workflow to increase contact with the relevant lenders; Overall project saved \$300,000 for the year.
- Reconciled conflicting data on total outstanding documents by identifying criteria discrepancies and completing sample test runs to verify the findings. Discrepancy percentage reduced from 40% to 1%.

*Internal Audit Associate (08/2002 – 08/2003)*

- Performed Quality Control Work which ensured loan level compliance with HUD regulations.
- Identified a pattern of high-risk exceptions on paid-off California loans while performing the Interest on Escrow Audit.

### ADDITIONAL INFORMATION

- Fulltime volunteer for a non-profit, Hindu Swayamsevak Sangh (USA) from 02/2006 - 04/2007
- Summer internship in 2001 with Salomon Smith Barney
- Fluency in Excel Spreadsheets, MS Word, Power Point, Visio and Access Queries
- Strong quantitative skills
- Travelled to 14 countries and lived in India for 2 years