

# SAACHI GUPTA

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## EXPERIENCE

### AMAZON.COM, INC.

Seattle, WA

#### Supply Chain Optimization Technology, Senior Product Manager

July 2024 – Present

- Designed Q1-26 HVE in JP; \$200M incremental GMS; built financials to model P&L impact to FBA, Retail operating plan
- Launched multivariate ML forecasting model for \$13B+ in JP, EU peak inventory; partnered with data science and engineering on evaluation framework pre-deployment; improved accuracy 3%, drove \$60M working capital improvement
- Calibrated CapEx spending model for \$15B+ in annual US, JP warehouse builds; rebuilt probabilistic uncertainty model eliminating 1,800+ data defects across JP, CA; cut scenario runtime 80%, driving \$313M cost optimization, 4+ site deferrals
- Led re-design of quarterly financial planning for N.A. Operations; connected 25+ operational and product across 85 input metrics; accelerated process from 3 to 1 week through standardization, process mapping, automation reducing overrides by 24%

#### Fire TV Monetization, Finance Manager

Nov 2023 – July 2024

- Led S-Team workstream to redesign \$1.2B Fire TV 2P OI allocation; evaluated 3 attribution methodologies (MAU, engagement-based, per-user intensity); implemented engagement-based model across devices (SMP, 1P, 3P) shifting PL profitability by 40%
- Allocated \$2M emerging market expansion budget; overhauled device expansion strategy from Fire Stick to higher-margin 3P TV programs based on unit profitability; aligned 3 P&L Owner GMs, benchmarked to external device terms
- Owned Fire TV AOP and quarterly MAU models; translate product launches to impact on new vs. existing user growth

### SALESFORCE, INC.

San Francisco, CA

#### MuleSoft ISV and Strategic Partnerships - MBA Intern

May-Aug 2022

- Defined partnership strategy for Hyper Automation launch (08/22); analyzed 4 competitor RPA products; recommended 5 API partnerships for financial services; product launched with OCR, IDP partnerships at MuleSoft CONNECT 2022
- Scoped observability opportunity for premium subscribers; recommended Open Telemetry partnership; built financial case for investment in monitoring for 2024 launch of Distributed Tracing and Telemetry Exporter with Datadog, Dynatrace, Splunk
- Determined success criteria and benchmarks for Hyper Automation; analyzed performance metrics from 4 competing Robotic Process Automation products; integrated 5 additional metrics into product review dashboard with 100+ weekly audience

### AMAZON.COM, INC.

Seattle, WA

#### Alexa Smart Properties, Senior Financial Analyst *API Product for Enterprise Device Management*

Jan 2020-Aug 2021

- Built 0→1 finance function; owned P&L, annual operating plan, and forecasting for business scaling 4x headcount and 10x active users; delivered KPI dashboard and performance insights to COO
- Deployed 150K devices to hospitals and senior living facilities during COVID-19 (\$5M relief package); created tracking mechanisms for activation and engagement; conducted market research to launch HIPAA-compliant products in US/UK/FR
- Identified gap in enterprise invoicing capabilities; partnered with 10+ teams (accounting, tax, engineering, AWS) to scope requirements and write PRFAQ; secured 15 developers to build Alexa Billing Services, automating \$100M+ ARR
- Launched Residential GTM with Product and BD; designed pricing strategy (tiered subscriptions, \$100K hardware incentives) based on customer interviews and market constraints; deployed 500 devices in pilot wave
- Modeled financials for negotiation with Disney of custom assistant “Genie” and 30K devices, yielded +3M annual interactions

#### Operations Finance Rotational Program, Financial Analyst

Jan 2018-Dec 2019

*Financial Analyst I, II*

Seattle, WA; Phoenix, AZ; Denver, CO; Carteret, NJ

- Led regional deployment of ML based labor planning system; conducted workshops for 200+ operators, created SQL-based reporting and documentation, reduced 2K hours/year/site of manual planning work
- Built automated planning tool using SQL data pipelines; improved CapEx forecast accuracy by \$12M+ for the 2020 annual operating plan; enabled 1-Day Shipping launch (Q2-19)
- Evaluated and scoped new fulfillment network for private brands; conducted site visits across 4 existing site types, benchmarked technology solutions, and presented recommendations to SVP; improved space utilization 30%, saving \$15M CapEx/site

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### Master of Business Administration, Major in Operations, Entrepreneurship & Innovation

2021-2023

- TA for India GMC, Alumni Board of Directors Fellow, Venture Lab Product Fellow (Levo Health), InSITE Fellow (Comcast)

### THE UNIVERSITY OF CHICAGO

Chicago, IL

#### Bachelor of Arts in Economics, Political Science

2013-2017

- Dean's List, University Scholar, Eckhart Consulting, Trott Business Program, Google Community Leader, Panhellenic President

## ADDITIONAL INFORMATION

- **Technical:** SQL, Python, R, Google Analytics, Power BI, QuickSight, Tableau; **Languages:** French (DELF B1), Hindi
- **Interests:** Backpacking (WFA/CPR), Triathlons, Crafts, Scuba Diving (PADI Advanced), 3D Printing