

# Siddharth Seshampally

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## EDUCATION

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### Texas A&M University

*B.S. Oceanography, Minor in Statistics and Economics*

Relevant Courses: Systems Modeling & Data Analysis (OCNG), Oceanography, Linear Models, Linear

Algebra, Micro & Macroeconomic Theory, Python

College Station, TX

Aug. 2023 – May 2027

### Euroschool Whitefield

*Valedictorian: Physics, Chemistry, Math, English and Entrepreneurship*

Bangalore, India

Aug. 2019 – May 2023

## EXPERIENCE

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### VP of Finance, Student Council of Arts & Sciences

*Texas A&M University*

Aug. 2023 – Present

College Station, TX

- Served as Vice President of Finance for a **70-member student body**, overseeing budgeting, fundraising, and financial strategy across academic-year initiatives.
- Raised \$15,000+** through college funds, fundraising initiatives, and revenue planning to support SCAS events and operations.
- Initiated and led a **cost-transparency initiative** across the College of Arts & Sciences, **leading a 15-member finance committee** to drive implementation across **18 departments, 130+ courses, and 19,000 students**, requiring disclosure of hidden academic expenses to improve student decision-making.

### Undergraduate Research Assistant, Hu Lab

*Texas A&M University*

Feb. 2024 – Jan 2026

College Station, TX

- Led an independent data analysis of *Karenia brevis* blooms in the Gulf of Mexico, integrating **10+ environmental variables** across a **10-year dataset (2008–2017)** to assess bloom drivers.
- Cleaned and standardized **multi-source oceanographic data**, producing **50+ time-series visualizations**; synthesized findings into actionable insights to inform bloom monitoring priorities, **winning 1st place** at Student Research Week (**500 participants**).

### Business Development Manager, AiDOOS

*AiDOOS Technologies Pvt Ltd*

Mar. 2021 – Feb. 2023

Bangalore, India

- Led **targeted outbound strategy** across enterprise accounts, prioritizing CXO outreach and advancing **30+ qualified opportunities** to CEO-level discussions through structured needs assessment.
- Conducted **100+ senior-level conversations** to evaluate client pain points, use cases, and strategic fit, supporting opportunity prioritization and go-to-market decisions.
- Developed and refined **target account lists, outreach messaging, and follow-up strategies**, improving response rates by **20%** and increasing funnel efficiency.

## PROJECTS

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### NaviAI - Co-Founder | *Python, Optimization, Data Analysis*

Mar 2025 – Aug 2025

- Designed an AI-based route optimization concept for logistics use cases, modeling alternative routing strategies to **reduce travel time by 5–15%** and **lower operating costs by 10–20%** under simulated scenarios; **ranked 17th out of 107 projects** in a AI competition .
- Conducted market and user analysis to define **MVP requirements**, translating optimization outputs into **clear value propositions** for potential customers and partners

### Texas A&M Admissions Chatbot | *LLMs, NLP, Python*

Jan 2024 – May 2024

- Led a **team of 8 students** to design and prototype an **LLM-based admissions chatbot**, structuring admissions knowledge and user intents to address high-volume applicant queries.
- Benchmarked prototype performance against existing solutions, achieving **10–12% faster average response times** in testing scenarios.

## SKILLS & TOOLS

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**Analysis & Methods:** Data analysis, Time-series analysis, Regression, Data visualization, Scenario analysis

**Tools:** Excel, Python (pandas, NumPy), Data visualization

**Business & Finance:** Market analysis, Financial Modeling (basic), Budgeting, Cost analysis

**Reporting & Communication:** Executive summaries, Data storytelling, Stakeholder presentations