

Yuvika Akkineni

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EDUCATION

Northeastern University, D'Amore – McKim School of Business

Boston, MA

Bachelor of Science in Business Administration

May 2025

Concentration: Finance & Healthcare Consulting/Management **Minor:** Data Science

Relevant Coursework: Healthcare Operations & Supply Chain, Healthcare Management Innovation & Design, Data Science Programming, Database Design

WORK EXPERIENCE

Johnson & Johnson

Raynham, MA

Business Unit Analyst – Spine Surgical Innovation

July 2025 – Present

- Lead business analytics and compensation strategy initiatives for the Spine Business Unit, owning operational reporting and performance analysis for the Surgical Innovations portfolio within a multi-billion-dollar healthcare organization
- Develop automated Excel VBA and SQL-based reporting solutions that streamline incentive compensation, sales operations, and financial reporting workflows, reducing manual reporting time by 40% while improving reporting accuracy and scalability
- Build executive facing financial models and KPI dashboards in Microsoft Power BI and Tableau to analyze revenue performance, sales force effectiveness, market trends, and territory attainment across 100+ healthcare sales representatives
- Conduct strategic forecasting, quota modeling, and sales performance analysis to support commercial planning, incentive compensation design, and data-driven decision making for Spine and Surgical Innovations leadership teams
- Partner cross functionally with finance, sales operations, commercial leadership, and field sales stakeholders to deliver actionable insights, optimize business processes, and manage multiple high impact projects in a fast paced MedTech environment

Johnson & Johnson

Raynham, MA

Deal Desk Analyst

July 2024 – December 2024

- Partnered with Field Sales/Contract Strategy teams to develop contracting solutions, ensuring compliance with pricing matrices and corporate governance
- Spearheaded the development of a comprehensive database to track estimated vs. actual sales prices, facilitating business unit growth analysis across segments like Mitek, Joint Reconstruction, Spine, and Trauma
- Created interactive Tableau dashboards to visualize sales price trends and growth opportunities, enabling data driven decision making across business units
- Performed detailed customer analytics and scenario analyses to support contract negotiations and exception-based pricing approvals

Brown Brothers Harriman

Boston, MA

Corporate Actions - Income & Tax Co-op

July 2023 – December 2023

- Processed 15+ broker claims daily for dividends and interest, leveraging Excel macros and internal systems to streamline reconciliation
- Implemented a rigorous checks and balances system to evaluate entitlement status of income payments, ensuring accuracy for global clients
- Generated detailed custody and operations reports for senior management, supporting daily, weekly, and monthly financial reviews
- Collaborated with internal teams and external stakeholders to resolve discrepancies and optimize communication and workflow processes

Innocuous AI

New York, NY

Business Operations Intern

May 2022 – August 2022

- Conducted competitor analysis, including SWOT assessments, and presented strategic recommendations to management using Tableau dashboards
- Managed and analyzed 300+ accounts in Apollo.io and Excel, creating comprehensive competitor profiles and extracting key insights using SQL queries
- Improved client engagement by 10% through direct outreach and communication with 40+ clients

LEADERSHIP EXPERIENCE

Healthcare Management & Consulting Club

Boston, MA

VP of Programming

September 2022 – May 2024

- Organized 8+ events per semester, including panels and workshops with healthcare consulting professionals, resulting in an 35% increase in attendance
- Partnered with 10+ companies to deliver career focused programming, enhancing networking opportunities with 100+ members' professional goals.

Delta Sigma Pi

Boston, MA

VP of Fundraising, Finance Chair

January 2022 – May 2024

- Built and maintained relationships with external partners, sponsors, and donors, raising over \$3,000 to support chapter initiatives
- Supported fraternity operations by assisting with recruitment, coordinating volunteer events, and managing financial tasks including budgeting and transaction tracking

Northeastern Women in Finance

Boston, MA

Operations Team

July 2023 – December 2023

- Led fundraising initiatives and partnered with cross-functional teams to plan and execute events aligned with organizational goals
- Utilized strong interpersonal and communication skills to onboard new members and facilitate connections through community building events

SKILL & INTERESTS

Computer Skills: Proficient in Claude Code, Gemini, GitHub, MS Word, MS Excel, MS PowerPoint, MS Power BI, Canva, Java, Python, SQL, Tableau

Certifications: D'Amore - McKim School of Business Undergrad Master Class Series, Anthropic AI Fluency Framework, Bloomberg Market Concepts, Goldman Sachs Virtual Insight Series

Language: English (primary), Telugu (native), Spanish (semi-proficient)

Activities: Delta Sigma Pi (Professional Business Fraternity), Captain of NU Rangila, Bharatnatyam Arangetram, J&J Rowing Team

Interests: Indian Classical Dance, Tennis, Formula 1, Reading