

CAREER OBJECTIVE:

Result driven Business Analyst with overall 10 years and relevant of 7 year's experience seeking a challenging role to drive successful projects and deliver innovative solutions. Proven ability to collaborate effectively with cross functional teams, gather and analyze requirements, and facilitate efficient project execution. Strong analytical, communication, and leadership skills enable me to manage project timelines, resources, and risks to achieve project objectives.

TECHNICAL SKILLS:

Documentation Tools: MS Suite | Prototyping & Wire frames Tools: Axure & Balsamiq | Modeling Tools: MS Visio, Draw.io | Database: SQL | Project Management tool: JIRA | Reporting Tools: Power BI, Tableau

CORE COMPETENCES:

Business Analysis Planning and Monitoring | Elicitation and Collaboration | Requirement Life Cycle Management | Requirement Analysis and Design Definition | Strategy Analysis | Solution Evaluation

PROFILE SUMMARY

- In-depth knowledge of SDLC in various phases (waterfall & agile)
- Proficient in Waterfall Model: Gathered requirements using Elicitation Techniques and prepared BRD, FRD, SRS prepared RACI Matrix, BCD, created UML Diagrams and Prototypes and requirements tracking through RTM well versed with UAT handling Change Request.
- Expert in Agile Scrum: Creation of user stories and Added Acceptance Criteria, BV & CP, Sprint & Product Backlogs conducted various Sprint Meetings; Sprint & Product Burndown charts ensured DOR and DOD checklist.
- Assist in the development of the sales plan, prepares forecasts and KPI reporting for the sales leaders & upper management for use in organizational framing.
- Led and managed B2B sales team focused on productivity monitoring solution and acquired new clients through prospecting, relationship building, sales presentation

PROFESSIONAL EXPERIENCE

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Designation: Sales Head

Mar 2021-Present

Project name: Bank IT |Agile|

Role: Subject Matter Expert

Responsibilities:

- Provide deep domain knowledge and expertise related to the project's subject matter and assisted in clarifying requirements and ensuring a shared understanding of the domain among team members.
- Collaborate with the product owner and business analysts to analyze and refine user stories or requirements.
- Acted as a key contributor in agile ceremonies, including sprint planning, daily standups, and retrospectives, facilitating communication between development teams and business units.
- Work closely with the product owner and the team to define clear and testable acceptance criteria for user stories.
- Validate that user stories accurately reflect business needs and are feasible from a technical and domain perspective.
- Driving entire sales cycle, leveraging repeatable offerings that maximize revenue.
- Build and nurtured healthy relationship with key clients to maximize revenue and client satisfaction.

Project name: Sales Process Optimization |Agile|

Role: Subject Matter Expert

Responsibilities:

- Share domain knowledge with team members to enhance their understanding of the project's context.
- Work closely with developers to answer questions, resolve issues, and provide guidance during the implementation of user stories.
- Assist in the development of test cases and scenarios based on domain knowledge.
- Collaborate with the testing team to ensure that test cases cover all relevant aspects of the system.
- Provide feedback during sprint reviews and retrospectives to help the team improve its processes.
- Identify potential risks or challenges related to the domain and work with the team to develop mitigation strategies.
- Efficiently devised and executed territory sales objectives in line with company strategies.
- Assist in end to end sales process for new prospects from initial contact till closure of the deal.

Designation: Regional Manager

Project name: CRM |Agile|

Role: Senior Business Analyst

Responsibilities:

- Interacted with the stakeholders and gathered requirements by using various elicitation techniques.
- Created user stories with appropriate acceptance criteria with the assistance of the Product Owner. Added user stories into product backlog using the JIRA tool.
- Prioritized and validated the requirements using Moscow and FURPS technique, added user stories to sprint backlog based on prioritization order.
- Collaborated with Product Owner and Scrum Master for BV and CP. and assisted the Product Owner for the creation of DOR and DOD checklist.
- Participated in sprint ceremonies to remove road blocks in the project.
- Created Sprint, Product Burn down/Burn up charts to track the project progress. Contributed in product planning and UAT to successfully deliver each sprint component.
- Generated business by visiting potential customers, preparing quotations and efficiently managing negotiation.
- Managed end to end sales process for new prospects form initial contact till closure of the deal.

Project name: ERP |Waterfall|

Role: Business Analyst

Responsibilities:

- Conducted Enterprise Analysis under the assistance of a senior BA in creating a Business Case Document, conducted Stakeholder Analysis, and prepared RACI Matrix.
- Gathered requirements from business heads using Elicitation Techniques and created a Business Requirements Document (BRD).
- Translated BRD into Functional Requirements Document (FRD), Collaborated with the technical team, and prepared SRS Document.
- Created UML diagrams and wireframes to visually represent requirements using MS Visio, Balsamiq, and Axure.
- Created and maintained RTM throughout the project and assisted in Testing Team by preparing Test Case Scenarios and ensured the UAT was successful.
- Visited potential customers for new business and provided them with quotations, negotiations with delivery and finalization of customer specification.
- Consistently achieving sales target through enhancing growth in business volume by direct selling.

EDUCATION **Master of Business Administration, Pune**

CERTIFICATIONS **Certified IT – Business Analyst IIBA [EEP]**

LANGUAGES KNOWN **English | Hindi | Marathi**