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SURYANSH SHARMA

CAREER SUMMARY

A highly accomplished, dedicated and disciplined Business Analyst professional, passionate and dedicated with a background in B2B & Infra Developers industry. Build productive relationships to drive an organization's success, establish and reinforce processes. Recognized as a team player and a performer, consistently completing assignments on time and under any kind of pressure. A troubleshooter able to effectively and efficiently resolve issues, and meet and achieve challenging goals and objectives.

Seeking a challenging role as Business Analyst role that encourages continuous learning, provides exposure to new ideas, people, and places. Stimulates and recognizes my personal and professional growth.

INTERNSHIP

BUSINESS ANALYST | TRAINING INSTITUTE, MUMBAI. (6 MONTHS)

- Well versed in TABLEAU with execution of Datamart project by preparing X Dashboard, Y Dashboard.
- Experienced in leading a project, requirement Gathering and Documentation.
- Knowledge of SDLC, Waterfall and Agile-Scrum Methodologies. Knowledge of preparing Project Scope Document, Proof of Concept, Minutes of Meeting, Knowledge of GAP Analysis, Change Management Process, RACI Matrix.
- Hands on experience in Product Training, Analytical Skills, Problem Solving skills, Multi-tasking abilities with utilizing people in making Critical decisions. Well versed with Project lifecycle.
- Excellent Technical writing skills to create Business Requirement documents (BRD), Functional Requirement Document (FRD), Technical Document, Non-functional Requirement Document, User Stories, User Manual, Test Case Document, Product Backlog, Sprint Backlog.
- Comprehensive knowledge on Scrum methodologies. Well Versed in Preparing UML Diagrams

PROJECT:

Client: Fintech project

- Solution Type: Website and APP
- Methodology: Waterfall
- Deliveries: Requirement Gathering, Minutes of Meeting, UI Screens, UML Diagram, BRD and SRS, etc.

Client: ERP

- Solution type: web application
- Methodology: Waterfall
- Deliveries: BRD, FRD/SRS, SDLC process, Requirement Gathering.

Client: Food projects

- Solution type: website and APP
- Methodology: waterfall
- Deliveries: PSD, POC, requirement gathering, UI screen, BRD, SRS, MOM etc.

TECHNICAL SKILLS

Modeling Tools: Class Diagram, E-R Diagram, Flowchart, Activity Diagram, Data Flow Diagram, Sequence Diagram, & Use Case Diagram.

Documentation Tools: MS Word, MS Excel, and MS PowerPoint

Methodologies SDLC: Waterfall, Agile-Scrum. **Database:** MS SQL

Project Management Tool: JIRA **Prototyping Tool:** Moqups

Visualization Tool: Tableau **Diagrammatic Tool:** MS Visio



EDUCATION

Post Graduate Diploma in Management

International Institute of Management Studies (AICTE), Pune (2021)

Bachelor of Business Administration

St Aloysius college, Jabalpur (2018)



ACHIEVEMENTS

Appreciated by Manager for stupendous work FY 2021-22.

Exceeded expectation in Appraisals ratings.



CERTIFICATION

Advance Certified Business Analyst

Finishing School Workshop (Mr. Miniocher Patel)

Market survey in IT companies (Tata Tele

Business Services Ltd.)

Certificate of Neotech Institute of Computer Technology (NICT)



CORE COMPETENCIES

Business Analysis

Database Analysis

Digital Database

Reports & Analysis

Subject Matter Experts

Relationship Management

Planning & Execution

Business Process Models

Visualization

Project Management



SKILLS

Communication

Great Motivator

Excellent Orator

Proactive

PREVIOUS EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

TRADE INDIA | FEB 2021 - JUL 2021

- Responsible for B2B Business developments and educating clients with the trends of the market and the benefits.
- Conduct extensive online research, approach clients through sales strategies.
- Responsible for acquiring business and achieving sales targets.
- Established, retained and deepened relationships with clients to achieve sales goals and provided quality service.
- Develop client leads and maintain an active pipeline.
- Lead generation and customer retention integrated marketing communications.
- Maximized revenue and client retention by successfully discovering the need and value.
- Consult with clients to build a long-term professional relationship and customer retention.

SOURCING MANAGER

KOLTE PATIL DEVELOPERS LTD. | OCT 2021 - FEB 2022

- Attending to prospective customers who visit the sales office and aim to convert into sales.
- Generate leads through channel partners in the marketplace.
- Meet channel partners at their office and explain the company's new projects.
- Sourcing leads through events and activities such as corporate tie ups, promotional activities, sponsorship etc.
- Develop practical, detailed and action-oriented plans to boost sales for projects under development based on analytics for available data.
- Following target group (TG) profiling, sales trends in local micro-markets, marketing tools and techniques and their effectiveness among others
- Maintain relationships with channel partners and real estate brokers.

Business analyst

Webplat technologies Pvt Ltd. | FEB 2023 - FEB 2024 (1 YEAR)

- Requirement gathering from clients (Fintech industry)
- Taking and schedule interview
- Develop strategies to solve the complex problem
- Making documents Like BRD ,SRS and FRD documentation
- Experience in project B2B payment industry.
- Knowledge of product life cycle (SDLC)
- Collaborate with clients for tailored solutions
- Experience in Product Life Cycle, Forecasting, and Launch planning.
- Ability to communicate effectively with internal and external stakeholders, both orally and in writing.
- Assigning tasks to technical team As the role of product manager (APM)
- Excellent verbal and written communication skills for effectively conveying complex information to both technical and non-technical stakeholders.
- Proficient in analyzing business processes, identifying areas for improvement, and recommending effective solutions.
- Skilled in conducting testing and quality assurance to ensure that implemented solutions meet specified requirements.
- Build and maintain strong relationships with stakeholders, understanding their needs and ensuring alignment with business objectives.
- Investigate, gather, and document detailed information regarding defects
- Collaborate closely with engineering, production, marketing, and sales teams on the development, QA, and release of products and balance of resources to ensure success for the entire organization.
- Assisting the creation of the functional brief to better understand and guide the digital project or Drafting the Functional Specifications Document (FSD)
- The solution implemented satisfies the functional needs of the business.
- The business uses the digital solution.

ACHIEVEMENTS

- State player of Tennikoit
- State player of wushu
- Interstate player of Skye Martial Arts
- Appreciated for the Live project in Poona sari to promote the product as a Team Leader (PGDM).