Aditya Pakharia

Phone: +91-8890060123/ E-mail: aditya.pakharia@gmail.com

Senior Professional – Consultant, Business Analysis, Project Delivery and Compliance
Industry Preference: IT / e-governance services / Financial Services

Colleagues and clients would describe me as a proactive, reliable and capable individual as well as a fun & friendly person to have around. I have experience in business & requirement analysis, solution design & architecture, process optimization, project estimation, quality analysis, hands-on implementation, maintenance and production support.

Profile & Strengths

- Over 6 years of rich, end-to-end Business Analysis experience in the IT and e-governance Services, expertise in full software life-cycle implementation, upgrades, production support, rollout & enhancement from business analysis, testing, cut-over & migration, go-live assistance till post implementation support.
- Competent and diligent professional Interacting as a contact between the Company and its existing potential client and is responsible to develop the business of the organization.
- Business focused professional with a reputation of consistently using personal high standards to achieve organization goals with structured inputs in the area of client handling, requirement gathering, product consultation, analyzing & logical thinking.
- In-depth technical knowledge and experience of Business development including Bidding networks Marketing & Strategic planning. Involved International Sales, Pre-Sales, Business Development.
- Research and identify appropriate customer prospects and initiate sales process globally. Add innovation into sales and marketing process to speed up sales & revenue targets and create growth trajectory. Instigate sales calls outbound/incoming telephone calls, visit prospective clients, E-mail, and Social network with key customers.
- Capable to fit in any role with perfection and achieve targets successfully.

Expectations & Expertise

As a dynamic person, always looking for dynamic work responsibilities and leading options. Touched every aspect of IT business successfully, and learned achieved in this process. Some of my expertise and experience includes:
- Getting business through various bidding portals (Upwork, Guru, Appfutura, Freelancer etc.)
- Business development through other means as cold calling, relationship management, deal closures.
- Well worked in roles of business analyst and account manager too.
- Extensive experience in international client dealing (US, UK, Australia etc.)

Project & Practical Training

E-Invoice System : **NIC** developed 'eInvoice System' (https://einvoice1.gst.gov.in/) under GST Project of GOI, enables the eligible taxpayers to register their invoices & get a unique Invoice Reference Number (IRN) along with digitally signed #eInvoice & QR code. This is foreseen as a game changer in the way businesses are done in India.

E-Way Bill System : Electronic Way Bill (E-Way Bill- https://ewaybillgst.gov.in/) is basically a compliance mechanism wherein by way of a digital interface the person causing the movement of goods uploads the relevant information prior to the commencement of movement of goods and generates e-way bill on the GST portal. E-way bill is a mechanism to ensure that goods being transported comply with the GST Law and is an effective tool to track movement of goods and check tax evasion.

ChatBot: (E-Invoice System & E-WayBill System) : GSTN launched its Chatbot GITA (GST Interactive Technical Assistant). GITA is loaded with pre-drafted responses to the queries asked by taxpayers on common topics, such as- Payment, E-way bill, Registration, Refunds and Returns etc.The Chatbot works on Artificial Intelligence (AI) based technology. 24x7 facility is available on E-wayBill and E-invoice portal for mobile users too.

Business Management System in SAP/ABAP (may-june,2012) : It is the SAP Industry Solution for leading industries. It is developed in software component IS-PS-CA (Industry Solutions Public Sector Contract Accounting) onto FI-CA (SAP ERP Financials, Contract Accounting). BMS is part of the SAP ERP and can be activated using the switch framework. Its objective was to create a Business application to be used by large enterprise.

Work Experience

National Informatics Centre (NIC)- Commissioner Of Commercial Taxes (Karnataka) (April 2019) - Tech Lead Level 2 / Solution Architect -

- Experience in project handling, implementation and management in govt. organization. Coordinating with 25+ user departments for implementation of e governance projects. All kinds of ICT support from hardware optimization to application level implementation.
- Application of information and communication technology (ICT) for delivering government services, exchange of information, communication transactions, integration of various stand-alone systems and services between government-to-citizen (G2C), government-to-business (G2B), Analyzing information needs and specifying technology to meet those needs formulating and directing information and communication technology (ICT) strategies, policies and plans directing the selection and installation of ICT resources. Working with NIC as Scientist-C Ministry of Electronics and Information technology, Govt. Of India

Gempulse Infotech Pvt. Ltd- Jaipur (March 2018 - April 2019) - Business Development Manager

- Handling all the revenue generation activities through various marketing and business activities. Experience as business analyst to manage various accounts.
- Lead Generation, using Bidding portal, PPC campaign, Social Media Platforms via LinkedIn and Facebook. Researching and identifying sales opportunity, target identification and classification based on industry verticals.

- To Gather, Understand & Analyze international client's requirements & suggest them appropriate solutions accordingly.
- Act as a liaison between client & team with proper communication throughout the project.
- Pitch to new clients, understand requirements and send proposals.
- Individually follow up with prospective clients & manage a pipeline of leads.

Daffodil Software Pvt Ltd- Gurgaon (Dec 2013– Feb 18) - Sr Business Development Associate

- Generating potential leads and gathering project requirements from Upwork, Freelancer, Guru, AppFutura Account Mining, Personalized Mailing, Cold Calling, and Targeted Mailing.
- Solid understanding of business process analysis and project management.
- Preparation of pre-sales material such as proposal writing, email writing, follow up.
- Profound knowledge of SDLC process for Requirement Management, Development & Project Management.
- Diverse knowledge of providing effective business strategies and solutions to improve the business. Reporting to Management for work progress.
- Proficient in requirement gathering, analysis and documentation i.e. SRS, FRD, BRD, Feature List. Good Knowledge of various business domains and architecture.

Academic Qualification

B.Tech in Information Technology (IT) Branch from Yagyavalkya Institute of Technology, Jaipur Rajasthan Technical University, Kota approved by AICTE, New Delhi.

Standard	Board	Year
B-Tech- Information & Technology (IT)	(Rajasthan Technical University) RTU	2013
12th	Kapil Gyanpeeth (CBSE) Jaipur	2009
10th	Ryan International School (CBSE) Jaipur	2007

Personal Details

Father's Name   Gauri Shankar Pakharia
Mother's Name   Sneha Lata Pakharia
Nationality   Indian
DOB   15 March - 1990
Gender   Male
Languages Known   English, Hindi.

Declaration

I hereby declare that all the information mentioned above is true to the best of my knowledge. I will make it my earnest endeavor to discharge competently and carefully the duties you may be pleased to entrust with me.

Place: Jaipur   **Aditya Pakharia**