

Business Analyst

# ARTI KHARODE

artikharode@gmail.com

A unique and dynamic professional, on a lookout for entry-level assignments in **Business Analysis, IT Product/ Project Management, Key Account Management, Client & Team Training & Service Delivery** in IT Industry

## CONTACT DETAILS



Premnagar, Nagpur, 440002, Maharashtra



+91-6300897659

## CORE COMPETENCIES

Business Analysis/ Product Lifecycle Management/ BRD/FRD/ SRS Creation

Requirement Gathering/ Key Account Management

Go Live Support/ Stakeholder Management/ IT Project Management

IT Product/ Project Management/ Testing, training &



## PROFILE SUMMARY

- MBA Professional with **over 3 years** of experience in **Business Analysis, Key Account Management, Client Trainings, Product Lifecycle Management, Service Delivery** in IT industry
- Managed **product lifecycle functions** including design management, engineering change management, reliability engineering & testing, issues control & resolution, cost management, vendor management, quality management and other cross-functional activities
- Acted as a bridge between Client & Company offering for IT Product Solutions like **HRMS, CRM, Travel and Expense management, Single Sign On, E-sign, Procurement, Document Management System** and **Danalytics** o Key Accounts
- Rendered guidance to the **3 team members** and performed planning, training, scheduling tasks, holding discussions with different functions and management for reviews and analysis, project progress monitoring and delivery as per quality, time & budgetary norms
- Skilled in using tools like **MS Office, MS Visio & MS Excel**, gained knowledge on Power BI, Tableau & SQL
- Exposure of delivering **800+ Product Demos**, and managing **80+ IT Project Implementation, Trainings & Support** functions respectively
- Performance-driven professional with excellence in client engagement; client trainings, set up project delivery strategy, operations readiness and internal controls in the organization



## EDUCATION

**MBA(Marketing & HR)**  
2017

National Institute of Technology, Warangal

**B.E.(CSE)**  
2014

Nagpur University, Nagpur



## WORK EXPERIENCE



**Since Sep'17 with SutiSoft Pvt. Ltd., Hyderabad as Associate Business Analyst**

### Key Result Areas:

- Developing project baselines, monitoring & controlling projects with respect to cost, resource deployment, time overruns and quality compliance to ensure satisfactory execution of projects
- Analyzing the user needs and requirements for determining feasibility of project within time and cost constraints
- Reviewing the expectations of prospective clients and proposing demos/ business solutions specific to client to boost their business
- Formulating and presenting business IT Product & Service Solutions to Corporate Key Accounts to increase operational efficiency
- Supervising IT Product Sales & Implementation basis the proposal to boost the business
- Ensuring successful service delivery, overachieving expectations and exceeding all set goals by enduring excellent customer relationships
- Maintaining cordial relationship with current key clients for business retention/enhancement; providing prompt and timely response, training the client and support to the customer to increase customer satisfaction and building market credibility through loyalty programs

### MBA Internship

**May'16 to Jul'16 with Jaika Motors Pvt. Ltd., Nagpur as Marketing Intern**

### Highlights:

- Gained knowledge on formulating marketing strategies basis target area to boost product & brand visibility

## PERSONAL DETAILS



- Date of Birth:** 24th March 1992
- Languages Known:** English, Hindi & Marathi
- Address:** C/O B P Gaikwad 75, Nayapura Premnagar, Itwari Railway Station Road, Shriram Society, Nagpur-440002 Maha