Amit Chawla

Manager – Business Development & Analysis

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Business Development & Analysis ● Requirement Gathering ● Project Management ● Documentation

PROFILE SUMMARY

Business Development & Consultant |Client Interaction| Project Coordination & Management | DevOps

- Started my career in 2014, expert in Business Development and Analysis, Project Coordination and Project Management, Relationship management and WordPress Development.
- Dynamic, Passionate, and Entrepreneurial mind with over 6 years of experience in driving revenue, profits and Strategic growth.
- An effective and excellent communicator with good analytical, interpersonal, team building, organizational & mentoring skills.
- Good knowledge of latest mobile and web technologies. Have worked on 15+ mobile and web-based projects ranging from utility consumer apps to large-scale enterprise solutions.
- Involved in SDLC process by analyzing business requirements and understanding the functional workflow of information from source system to destination systems.
- Trained on SAP Native HANA Modeling & Development.
- Developed Tableau data visualization dashboards using bar chart, pie chart, heat maps, box chart, scattered plots.
- Perform DML, DDL operations as per the business requirements and creating views and prepare the business reports and Optimized SQL queries for improved performance & availablitity.
- Strong understanding of creating wireframes on tools like Balasmiq, Just in Mind and Data Visualization tool: Tableau

PROFESSIONAL & TECHNICAL SKILLS

Business Development	Client Relationship Management, Sales Negotiations, Inside Sales
Wireframe Tools	Balsamiq, Just in mind
Marketing & CMS	WordPress, Google Analytics, SEMrush, Yoast SEO, Facebook PPC, Keyword Planner
Project Management Tools	Basecamp, JIRA, SAP HANA
Documentation	Microsoft Excel/Word

ORGANISATIONAL EXPERIENCE

Finoit Technologies (I) Pvt. Ltd. as **Manager – Business Development September, 2019 Onwards**
Job Profile:
- Onboarding new clients on Upwork, Guru and from Inside sales for Web/ Mobile App/ Enterprise Solutions.
- Analyzed business requirements and built logical data models that describe all the data and the relationships between the data.
- Proficient in writing complex SQL queries using Joins, Union, Constraints, DDL, DML, DQL, Select queries.
- Created Database triggers to implement business requirements and Databases objects like tables, views, synonyms, packages, functions.
- Requirement Gathering, Conducting Gap Analysis, Implementation Support and training, working with Business Specifications document.
- Developed and maintained reports for company analytics using multiple Business Intelligence tool Tableau.
- POC – Developed one Internal based scenario using SAP HANA modeling.
- Partner's cross-functionally to ensure complete sold projects are completed on time and within budget resulting in business growth and increased brand recognition.

Classic Informatics Pvt. Ltd. as **Senior Executive – Business Development September 2017 – September 2019**
Job Profile:
- Creating proposals on Upwork and other online bidding platforms for Website / Mobile App Development, Testing and Digital Marketing Services (SEO, SEM, and SMM) Projects.
- Working on inside sales and generating new business from International market.
- Requirement Gathering from various online bidding platforms, Implementation Support and training, preparing Business Specifications document & rough estimation sheets.
- Responsible for status reporting, client communication & coordinating with the project management team for timely completion and quality maintenance of projects.
- Project Coordination with the development resources and updating daily project status to the client.

WebLink India Pvt. Ltd. as **Business Consultant**   **April 2016 - February 2017**
Job Profile:
- Requirement gathering from customers through GoToMeeting, Skype, and emails and translating them into technical reports, proposals / structures of the project.
- Proposal drafting (Initial Proposal, Detailed proposal, Business Agreement and Action Plan).
- Coordinating with the development team during the process of estimating the efforts and cost for a project.
- Website / Mobile Application development / Digital marketing services (SEO / SMO).

Network Bulls - RedMap ELeaning LLP. as **Consultant**   **August 2014 – January 2016**
Job Profile:
- Working with Networking projects. Gathering requirements for setting Networking Labs, CCNA, CCNP.
- Creating marketing collateral for networking workshops, handling team of 5-10 members.
- Building long term relation with the Clients.

Tata Consultancy Services (TCS) -ION as **Intern**   **February 2014 – June 2014**
Job Profile:
- Worked with online Servers of TCS.
- Handling & Managing the Servers, Software during the online examination (Bank PO, Gate, & others).

INDIVIDUAL DEVELOPMENT

Project Name: StoryToday Magazine   **Role:**   Founder
Technologies: WordPress, PHP, JQuery, Yoast SEO
Website: https://www.storytoday.co.in/

A community of global entrepreneurs, innovation, and digital magazines devoted to shedding light on the booming startups, small businesses, personal brands, and innovation ecosystem worldwide.

ACADEMICS

Degree / Course	University / School	Year
Bachelor of Technology (CSE)	KIIT College, Gurugram	2014
SSC	Tagore Baal Niketan, Karnal	2010
HSC	Tagore Baal Niketan, Karnal	2008