**Chavali Sai Raghavendra**

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**SYNOPSIS**

I am an IT Business Analyst with 5.4 years’ of experience in industry. I am a dedicated, customer focused & an articulate engineer with a steep learning curve who is inquisitive about business processes, operations & strategy. I wish to be part of a leading organization that is progressive and performance driven. I am keenly interested in the Healthcare and Pharma Services Industry.

**Domain** : Pharmaceuticals- Life Sciences

**Functional Skills**: Project management, Software Development Life Cycle, Requirement Gatherings, Gap Analysis

**Key Skills:** LIMS(Laboratory Information Management System), LIMS Version updates, Computer System Validation, Business and Functional Analysis, Client Relationship Management.

**Tools** : Microsoft TFS

**Databases**: SQL ,Oracle

**Educational Credentials and Personnel Details**

* B.Sc. (Electronics) from Andhra Loyola College in the year 2014.
* 10+2(MPC) from Intermediate Public Examination in year 2011.
* 10 (SSC) in year 2009.

**Certifications:** NCC ‘B’ AND ‘C’ in the year 2011-2013

**Caliber Technologies**

**Sr. Product Consultant Level II (May 2020- Present)**

**Project: CaliberLIMS 3.2.1 E/3.6.0 E/3.6.1 E/3.7.0 E**

**Clients: Aurobindo Pharma, Macleods Pharma, Kashiv Bio**

Responsible for end to end delivery of projects to customer mainly included the activities, initiate, Plan, Monitor and Control & Close the project as per the Scope, budget & timeline. After Go-live Rollout and transition to the internal support team.

* Installing, configuring, creating and upgrading of SQL/Oracle server software.
* Authorized Training Plan & Conducted End user training.
* **Requirement Gathering, Documentation, Implementation / Rollouts, Validation & Postproduction Support.**
* Develop and execute GAMP (IQ, OQ, PQ)
* Producing **gap analysis** and proposed solutions for the change request.
* Performed VOC (Voice of Customer) tests prior to delivery.
* Succefully implemented **CaliberLIMS 3.2.1. E** with instrument interface across multiple laboratories.
* Performed functional testing (UAT) with the clients of the deliveries using a test environment.
* **Review meeting with Customer** on project roadmap and schedules.
* **Upgrades / updates** updates of the CaliberLIMS on frequency basis as and when new version release or any server side HW & SW updates.

**Caliber Technologies**

**Product Support Engineer (May2019- May 2020)**

**Project: CaliberLIMS 3.2.0/3.2.1/3.4.0**

**Clients: Aurobindo, Divis, Natco, Zydus**

* Installation of the prerequisities and application with IQ complisition.
* Conducted application training to end user team.
* Requirement gathering at client site with core team.
* Requirement transition to the core development team for the technical solution.
* Execution of validation protocols (OQ) at client’s locations.
* Preparation of the Deviation log report & Validation Summary report.
* End user training to the sites during the product go live phase.
* Extensively worked on Investigation Rports (Root Cause Analysis), Impact Analysis & Closure reports (CAPA) preparation and review process.

**RJT Compuquest, Inc**

**Business Consultant**

**Location: Hyderabad (Nov 2017- May 2019)**

**Roles & Responsibilities:**

* Engaged in business development strategies and programs in support of the Sales Organization. Assists in the development of strategic market/product line business plans and marketing.
* Engaged in analyzing market data to identify trends/opportunities and develops strategic direction from market information.
* Assists in the identification of volume and strategic customers.
* Primary interaction is with resource sales force and relates to the development and facilitation ongoing business or business relationship
* Supports the business by interfacing with the sales organization and other internal groups (such as Product Development Operations, Marketing, etc.)

**Cavalier IT Inc (Dec 2015-Nov 2017)**

**Business Consultant**

**Location: Hyderabad**

**Roles & Responsibilities:**

* Extensively working on new account acquisition from lead generation to contract closure.
* Develop strategic relationships with senior decision-makers in buying centers for long term collaboration.
* Identifying organizational challanges and pitching relevant solutions to the key stakeholders in the target companies.
* Reporting internally on delivery performance sales, competitor performance, and team productivity.
* Generating sales pipelines and driving the pipeline from initiation stage to a logical closure.
* Identifying the right technology product or service to address the gap in collaboration with internal functional experts.

**Personal Vitae:**

Date of Birth : 15th JUL 1994

Sex : Male

Nationality : Indian

Marital Status : Married

Language known: English, Telugu and Hindi

**Declaration:**

I hereby declare that the above mentioned information is true to the best of my knowledge and belief

Date:

Place:

(Raghavendra)