Parth Jani

Business Analyst | Business Development | Partnership and Alliance | Project Coordination | Developer | QA
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EXPERIENCE

Elinsys DECEMBER 2019 - PRESENT

Business Development Manager (Business Analyst)

❏ End-to-end ownership of all business related activity. Handle onGoing clients and create new sources of revenue. Bring new projects. Marketing activities and enhance the social image of the company.

❏ Create requirement specifications from the business needs, define the to-be-processes and detailed functional designs based on requirements.

❏ Work with clients to identify business challenges and contribute to client deliverables by refining, analyzing, and structuring relevant information

❏ Assess the current processes, identify improvement areas and suggest business and technology solutions. Build trusted, strategic relationships with partners/vendors/clients.

❏ Develop business plans and Deep understanding of the partner products, competing vendors to provide differentiation in value propositions, RFPs, business models etc.

❏ Actively aid the project team in different phases of the project including problem definition, effort estimation, diagnosis, solution generation, design, development, and validation.

❏ Contribute to unit-level and organizational initiatives with an objective of providing high quality value. Support configuring solution requirements on the products and diagnose the root-cause of issues

Joshi Biztech Solutions Limited MARCH 2018 - DECEMBER 2019

Developer (MARCH 2018 - SEPT 2018)

❏ Started working as C#dotNet **Jr. Developer** in a backend team. Solved tickets for the Transaction processing system (TPS) to work with the admin panel.

Project Coordinator (SEPT 2018 - JAN 2019)

❏ New Project requirements led me to become a **React Developer**. I am part of a bunch of enthusiasts, later on serving as **Project Coordinator** at *Espay Exchange* a division of Joshi Biztech solutions Limited.

❏ Handling multiple Exchange projects & dealing with international clients along with taking full technical responsibility of smooth development process improves skills and efficiently.

Partnership and Alliance Executive (JAN 2019 - DEC 2019)

❏ *Rhesus Tech Pvt. Ltd.*, a division of Joshi Biztech Solutions Limited provides me a new **opportunity to excel in company growth and enhance business** opportunities.

❏ Manage relationships with internal stakeholders, including leadership team and a broad spectrum of other functions, such as Product, Engineering, Finance and Marketing.

❏ End to end ownership of the Alliance relationship, Ownership of the framework/GTM and technical/sales enablement

CAREER OBJECTIVE

I am always ready to welcome new things. I am fascinated to deliver quality products with intent. I learn regularly and work efficiently in order to continuously upgrade my skills. I strongly believe that if I can't do it, but we as a team definitely can. One for All, All for One!

SKILLS & INTERESTS

❏ Self-directed & Flexible Team Player
❏ Client Communication
❏ Analytical mindset
❏ Business Process Management
❏ OOPS concepts
❏ BPM Products
❏ PreSales & Sales
❏ Manage and Build trusted, strategic relationships with partners
❏ Project Coordination
❏ C#/VB .Net, React JS, Java, Python
❏ Visual Studio & VS Code
❏ Googling & Listening music
❏ Cricket lover & Data Enthusiast
❏ Logical thinking and problem solving skills

AWARDS & CERTIFICATIONS

❏ Python Certification
❏ Google Digital Marketing Certification
❏ Robotic Automation Process Certification
❏ "Future Trends & Opportunities in Data Analytics, Business intelligence & Big Data along with Research Methodology and Thesis Writing"
❏ Blockchain Certification Course
❏ NIH Privacy Awareness Course
❏ "AWS Certified Solutions Architect - Associate 2017" (Currently pursuing)
❏ Oracle Certifications
❏ Google Cloud Platform Big Data and Machine Learning Fundamentals (Currently pursuing)

Nitsan Technologies Pvt Ltd APRIL 2017 - FEBRUARY 2018
Quality Assurance Engineer / Software Tester
- ❏ Joined Team Nitsan as Manual QA/Tester, ended up becoming part of a team who developed Automation dept. for testing using Selenium, QTP tools.
- ❏ Recognised as Mr. Positive Team Player in annual awards.

SteepRock Inc MARCH 2016 - DECEMBER 2016
Software QA
- ❏ Manual testing with SQL queries on Steeprock healthcare suit.
- ❏ Importance of delivering top quality products with intent started here as a graduate/entry level employee of the Ex-US team.

M-Power Infotech AUGUST 2013 - JANUARY 2014
Trainee Engineer
- ❏ Worked as project trainee, developed B.Tech project Windows 8 App, Windows phone App along with knowledge of MVC.

EDUCATION

Dharmsinh Desai University, Nadiad (DDIT)

M.Tech in Computer Engineering (Data Mining) JULY 2014 - JUNE 2016

CPI - 6.78

- ❏ Secured 17th position among 4000 applicants for Gujarat PGCET 2014 Examinations led me to take masters from DDIT.
- ❏ Shortlisted to take internship at ISRO.

Shantilal Shah Govt. Engineering College, Bhavnagar - GTU

B.E. in Information Technology JUNE 2010 - JUNE 2014

CGPA - 7.69

- ❏ 2nd Highest in academics for IT-2014 batch.
- ❏ Youth Festivals allows me to become a more team player among somany skilled personalities and explore more within.

Shree Swaminarayan Gurukul, Bhavnagar

HSC - GSEB MAY 2008 - MAY 2010 PASS - 68.20%

Shree Swaminarayan Gurukul, Bhavnagar

SSC - GSEB MAY 2007 - MAY 2008 PASS - 90.15%

CURRICULUM ACTIVITIES

- ❏ **Winner** of "Theater" zone in GTU Youth Festival 2012 & 2013 : One Act Play, Mime, Skit
- ❏ **"Organizer"** : Tech-fest 2K12 (SSGEC – Bhavnagar, Gujarat)
- ❏ Played "**Cricket Tournament**" to represent school and college as well.

IT FORTE

- ❏ **Languages** - C#/VB .Net, React JS, Java, Python
- ❏ **OS** - Windows, Unix/ Linux, Mac
- ❏ **Testing** - Selenium, QTP
- ❏ **Data mining** - MATLAB , EA (EnterPrise Architecture), WEKA, TANAGRA, Sipina Research
- ❏ **Development Framework** - Visual Studio, VS Code
- ❏ **Business Intelligence** - PowerBI, Tableau

PROJECTS

Email spam Classification Using Support Vector Machine and Term Frequency Inverse Document Frequency

Dissertation work submitted during 2015-'16 for M.Tech at DDIT.

Programming Language - Java

Gujju Hospitals

Windows 8 App, Windows phone 8 App as BE Final year Project

Programming Language - C# .Net

URL:http://apps.microsoft.com/windows/en-in/app/gujju-hospitals/4ee341a5-ba01-4e68-a022-bf016340bdd3

I hereby declare that the information mentioned above is correct and bear the responsibility for the correctness of the mentioned particulars.

Parth Jani