YASWANTH GUMMADI
Associate Consultant, ZoomRx

CONTACT INFORMATION

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MORE ABOUT ME

I am a Techno-Functional Professional with diverse experience. I believe in working with a firm with a professional work driven environment where I can utilize and apply my knowledge, skills which would enable me to learn new skills and grow professionally while fulfilling organizational goals

SKILLS

- Market Research
- Consulting
- Data Analytics
- Business Analysis
- Requirements Analysis
- Client Communication
- Business Valuation
- Financial Analysis
- Project Management

ACADEMIC BACKGROUND

Qualification	Institute/University	Year
PGDM-Finance & Analytics	T A Pai Management Institute	2018
MSc Tech Information Systems	BITS Pilani University, Hyderabad Campus	2014
XIIth | APBIE	Mahathi Junior College, Visakhapatnam	2010
Xth | CBSE	Delhi Public School, Visakhapatnam	2008

CURRENT ROLE & RESPONSIBITIES

ZoomRx, March'20-present
Associate Consultant

- **Primary Market Research & Story Telling:** Data analysis, insights generation and storyboarding
- Working in Business Analysis Team with multiple pharmaceutical clients to understand the strategic context and key objectives of the project
- **Designing, planning and implementing multiple end-to-end high velocity projects:** project timelines, survey design and fielding, designing KBQs, data cleaning and wrangling, insights generation, storyboarding and report/dashboard preparation and delivery
- **Driving project execution** by managing a team of associates and data scientists
- **Delivering impactful, concise presentations to clients**, that incorporate cutting-edge data presentation and visualization using Microsoft PowerPoint, Tableau, Power BI etc.

PAST EXPERIENCE

Virtusa, June'18-Feb'20
Associate Consultant

- Worked primarily in Payment transformation, Banking, Healthcare & Analytics domains
- **Requirements Analysis:** prepared Business Requirement Documents (BRD) and Functional Requirement Documents (FRD)
- **Designed User Stories** and coordinated with technical and functional teams to ensure efficient solution delivery
- Provided guidance and support to the client's internal teams such as UAT team, Business Analysts, and Stakeholders
- **Pre-Sales Support:** Performed Industry research & analysis, designed Proof of Concepts and supported RFP creation
- **Handled Client Communication** regarding requirements, scope, design, testing, estimations, delivery etc.
- **Worked in Agile Projects:** planned the sprints, setup scrum calls, tracked the product backlogs and ensured client requirements are met
- **Business Transformation:** Analyzed the current business flow and designed a new digital model with proper security and regulatory protocols

Ramco Systems, Jan'15-May'16
Analyst Programmer

- **Developed Web Applications** for 24/7 Database & Server Monitoring- Used .NET framework and worked on MS Visual Studio and MS SQL Server 2012
- **Client Database maintenance:** Upgradation, Backups, Uptime scheduling, implementation & monitoring
- **Co-ordinated with 100+ clients** and the functional teams to develop scripts as per user requirements- customization of Ramco ERP Application
- **Incident Management, Reporting and Reviewing**

INTERNSHIPS

- **IT-Software Implementation Intern** at **Fresh Produce Value Creation Services Pvt. Ltd. (Go4Fresh)** [April'17- June'17]: Implemented ERP solution within 3 months across the organization's supply chain starting with product procurement from farmers till delivery to end consumers including inventory and waste management which resulted in 60% waste reduction and 20% increase in revenue
- **IT Software Development Intern** at **Histogenetics India Pvt Ltd.** [July'14-Dec'14]: End-to-end Web application development and testing
- **Lead Product Management Intern** at **Slash Matrix** [May'14-June'14]: Researched and evaluated 50+ ERP solutions for SMEs available in the Indian market on the basis of predefined criteria which helped SMEs in India choose an ERP solution suitable for them based on their requirements
- **Marketing Intern** at **Andhra Pradesh Heavy Machinery and Engineering Limited(APHMEL)** [May'12 – Aug'12]- assisted the marketing team in market research and sales

PROJECTS

- **Financial Valuation of VST Industries:** Forecasted a target share phrase of Rs. 3600 by 2020 in Nov 2017, when share price in Sep 2017 was around Rs. 2700. Target achieved in Sep 2019
- **Risk Audit of ERP Application of Ramco Systems Ltd.** Led a team of 5 who audited the Ramco ERP application based on OWASP 2013 Guidelines which helped Ramco Systems in identifying and mitigating the application security risks regarding their ERP application
- **Hearts**: Part of Electri5 team which designed a platform for the online Artwork transactions as a part of DEFI-2017, the entrepreneurial event of T A Pai Management Institute.
- **Rural Market Research for Un3Consulting:** Designed and conducted unaided/disguised studies to measure consumer brand awareness & preferences for Un3 Consulting in rural areas as a part of Brandscan-2016 at Kundapura, Karnataka which helped Un3 fashion and F&B clients with redesigning their rural product strategy
- **Employee Satisfaction Survey of MIS workers:** Designed a questionnaire, carried out a survey for 6 weeks to assess the level of satisfaction of MIS staff(support staff) at Manipal University and T A Pai Management Institute, analyzed the findings and presented it to TAPMI Management which helped them to make necessary changes to their work environment

PROFESSIONAL ACHIEVEMENTS

- Key Part of the Magna Provisioning Team in the Cloud Infrastructure and Security(CIS) team which was awarded the **Best Implementation and Client Support team in Ramco Systems**, Dec'15
- **Topper of Web Development Contest in Ramco Systems**, Oct'15

INTERPERSONAL SKILLS

- Confident and Determined
- Ability to rapidly build relationship and set up trust
- Can well handle pressure and crisis situations with a cool head
- Have experience in coordinating and leading a group of people