

# RUDRARAJU PRUDHVI RAJU

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## SYNOPSIS

- Having 4+ years of experience in IT industry with a role as an Analyst.
- 3 years of experience in Service Desk, Incident Management, and Reporting.
- 1 year of experience in production control in site.

## SUMMARY

- Build and maintain recurring metrics and reports.
- Complete ad hoc data retrieval and analysis using relational databases, Excel and other data management systems.
- Design and implement reporting solutions enabling stakeholders to manage the business and make effective decisions.
- Monitor existing metrics as well as develop and propose new metrics, working across the Product Quality organization to make actionable intelligence available to business stakeholders.
- Support cross-functional teams on the day-to-day execution of projects and initiatives.
- Help develop requirements and specifications with business and development teams
- Communicate insights to key stakeholders
- Deep dive to solve unstructured/ambiguous problems including discovering unknown issues that can influence the product and policy road map.

## SKILLS

- Business analysis
- Project Management
- Data visualization
- Microsoft Office
- Operations Analysis
- Operational assessments
- Data Analysis
- Data collection and analysis
- Workflow Analysis
- Tableau
- Einstein analytics salesforce

## **EXPERIENCE**

### **BUSINESS ANALYST**

#### **YAXIS PRIVATE LTD**

**December 2019 to march 2020**

- Support our sales and operations team throughout the sales cycle, pricing, approvals, pricing analysis and documentation collection
- Collect, organize, manage, and report market, industry, and competitor data
- Provide reports on sales pipeline, win/loss analysis, and other performance-related metrics to management
- Assist in maintaining and improving all sales-related reports and databases accurately to help us find new insights on customers
- Analyze the competitive environment and future trends and make recommendations based on findings
- Managing CRM cleanliness, accuracy, and improving overall utilization by the Sales Team
- Proactively reviewing sales processes and suggesting ways to create efficiencies and improvements to the customer experience
- Design and build new methods to deliver standard and ad hoc reporting to support business reviews, market analysis, and quarterly planning

### **BUSINESS ANALYST**

#### **CYIENT**

**NOVEMBER 2016 TO JUNE2019**

- Translated business requirements into technical requirements.
- Attended regular meetings with managing director to identify risks and maintain project targets.
- Provided reporting, analysis and insights about sales drivers and key revenue performance metrics to support corporate analytics.
- Gather requirements from both internal and external subject matter experts.
- Assist with identifying and solving design flaws and issues
- Participate in small team design sessions, contributing to the overall design of new products and product enhancements
- Organize, participate, and conduct product demonstrations as well as other internal presentations as needed
- Manage and track product issues and enhancements using the internal tracking system and departmental procedures
- Create and submit weekly status reports to management.
- Identify, recommend and participate in process improvement initiatives
- Build and maintain positive relationships with customers and internal team members
- Manage tasks and tasks of others to meet the assigned project dates
- Strategy, Reporting and Planning
- Support the annual Firm revenue planning process, data gathering and manipulation, help with communications, keeping the plan preparation and submissions to deadlines, assisting with iterating the plan and re-forecasting as new data is received
- Extend ongoing support (or lead) to business strategy initiative around business development, knowledge management, quality, process improvement etc

- Assisting with the geographic consolidation of plans, opportunities and revenues
- Updating and ensuring industry overview decks and strategy decks are up-to-date
- Support the development of leadership presentations, sector overview decks, growth platform/solution area overviews etc.

## **EXECUTIVE PRODUCTION CONTROL**

### **RAM TECH CONSULTING**

**AUGUST 2015 TO NOVEMBER 2016**

- Evaluating business processes, anticipating requirements, uncovering areas for improvement, and developing and implementing solutions.
- Leading ongoing reviews of business processes and developing optimization strategies.
- Staying up-to-date on the latest process and IT advancements to automate and modernize systems.
- Conducting meetings and presentations to share ideas and findings.
- Performing requirements analysis.
- Documenting and communicating the results of your efforts.
- Effectively communicating your insights and plans to cross-functional team members and management.
- Gathering critical information from meetings with various stakeholders and producing useful reports.
- Working closely with clients, technicians, and managerial staff.
- Providing leadership, training, coaching, and guidance to junior staff.
- Allocating resources and maintaining cost efficiency.
- Ensuring solutions meet business needs and requirements.
- Performing user acceptance testing.
- Managing projects, developing project plans, and monitoring performance.
- Updating, implementing and maintaining procedures.
- Prioritizing initiatives based on business needs and requirements.
- Serving as a liaison between stakeholders and users.
- Managing competing resources and priorities.
- Monitoring deliverables and ensuring timely completion of projects.

## **EDUCATION**

Bachelors in Mechanical Engineering (Mech) – 2014

Hasvitha Institute of Science and Technology Hyderabad Affiliated to JNT University, Hyderabad.  
India,

I hereby declare that all the details furnished here are true to the best of my knowledge.

Signature: Prudhvi Rudraraju