


# PRANAY SINHA



 +91.8210522363

 pranaydba@gmail.com

 <https://www.linkedin.com/in/pranay-sinha-5828a254>

## TRAINING AND CERTIFICATIONS



- IT Business Analyst , IIBA

## ABOUT ME



### Business Development Associate/Business Analyst

- Boosted revenue by bringing in and cementing relationships with new clients and optimizing servicing of existing customer accounts.
- Planned marketing initiatives and leveraged referral network to promote business development.
- Networked among local business and community organizations to develop leads and generate business.
- Developed new business by networking with prospects and valuable customers.
- Researched, analyzed and projected market data for potential markets.
- Met with current clients to assess needs and develop improvement plans

## SKILLS



- Product knowledge
- Lead Generation
- Teamwork
- Strategic Planning
- Time management
- Project Management
- Budgeting

### Technical Skills

- Unified Modeling Language (UML)
- Business Requirement Document (BRD)
- User Requirement Document (URD)
- Functional Requirement Document (FRD)

## EDUCATION



### • Bachelor of Engineering / Bachelor of Technology

R V COLLEGE OF ENGINEERING  
Bangalore, Karnataka

Completed, July 2018

## WORK

## EXPERIENCE



May 2019 - Current

### BUSINESS DEVELOPMENT ASSOCIATE

AADHYA ENGINEERS  
Bangalore, Karnataka

COMPUTER  
PROFICIENCY



Softwares

- MS VISIO
- BALSAMIQ
- AXURE
- MS WORD
- MS POWERPOINT

LANGUAGES



Languages

- English
- Hindi

PERSONAL



Birthday:      • 12/08/1994  
Gender:        • Male

Marital Status: • Single  
Nationality:    • Indian

ADDRESS



Mailasandra, Kengeri  
  
Bangalore - 560059  
Karnataka