Sai Kiran Pasupuleti

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**Business Analyst / Scrum Master / Pre- Sales**



**Professional Summary**

* Over all 10 plus years, as business analyst 5 plus years of work experience working with multiple domains.
* Very Good in understanding of business change needs, analyzing requirements to meet these needs and conducting cost/benefit analysis for effective production.
* Developed requirements for Ecommerce application and identified additional features that have value addition to the application.

**Core Competencies**

BRB & FRD Waterfall & Agile ( Scrum) Scrum Ceremonies

Stakeholder Analysis Wireframing & Mockup SQL

UML & UAT Requirements Elicitation BDD/ Jira / Confluence

**Professional Certifications**

* CSM – Certified Scrum Master (Scrum Alliance)

**Professional Work Experience**

Techwave Consulting Inc , Hyderabad , India. March 2020 to June 2020

Job Title: Sr. Business Analyst / Scrum Master (Healthcare)

Worked on US healthcare domain (Unskilled - Services)

**Roles and Responsibilities:**

Interacting with stakeholders & gathering requirements

Creating user stories, project documents in multiple phases & updating into Jira and confluence.

Conducting daily stand ups & retrospective meetings regularly.

Working along with Project Manager in defining the project’s scope and timeline

Coordinate with UI/UX team and Subject Matter Experts for driving the product’s smooth functionality • Organize meetings with Development teams for understanding the technical gaps.

Agility E – services, Hyderabad, India. Dec 2018 to Sept 2019

Job Title: Sr. Business Analyst (Customs Domain, Logistics)

This is a customs application (Logistics domain) built for Kuwait General Administration Customs (KGAC), complete import & export of goods within GCC & other countries.

**Roles and Responsibilities:**

Interacting with various stakeholders to gather and better understanding requirements.

Conducting scoping and sizing meetings to capture efforts estimates provided by the development team.

Conduct GAP analysis to analyze existing and desired future state of the application.

Actively participate in process improvement meetings to standardize and finalize the operations workflow.

Create business and functional requirements using UML diagrams such as AS-IS and TO-BE process flow diagrams.

Documenting short, simple description of a feature (or any requirement) told from a business perspective in simple terms as user stories.

Facilitate review walkthroughs of requirements, analysis document, and mockup interfaces.

Closely work with developers on business and technical aspects of application, helping in designing the application.

Ensure all the specified requirements are correctly translated and review the test scripts.

Collaborate with SME for processes related to market research flow.

Direct team of User Acceptance Testing (UAT) Analysts located onshore.

Kastech, Hyderabad, India Jan 2018 to Sept 2018

Job Title: Lead Pre-Sales/Business Analyst

Handled & worked across multiple projects like LMS, EHR (HealthCare), Konnect (HRMS

**Roles & Responsibilities:**

Interact with Business Team to understand the business requirements

Conducted Gap analysis to understand new business models and additional functionalities to be incorporated into the new application.

Conducted JAD sessions for better understanding and refining of requirements in coordination with multiple teams

Conducting impact analysis on current applications and processes with respect to new requirements to foster reusability

Carry out thorough market research, competitor’s research, policy impacts and tech feasibility

DevRabbit, Hyderabad,India March 2017 to Sept 2017

Job Title: Lead – Pre Sales/Business Analyst

Worked on hospitality & healthcare projects. ( Contract role )

**Roles & Responsibilities:**

Define Use cases from requirements and help convert them into software specifications.

Prepare mock up screens for the new requirements.

Coordinate With the development team to ensure that implementation conformsto the requirements.

Participated in Sprint Planning, Sprint Reviews, Daily Scrum and Retrospective Meetings.

Participate in pre-sales activities for various projects

Shielding the team from interruptions & removing obstacles impacting their work

Ahead Race, Hyderabad,India April 2016 to Feb 2017

Job Title: Pre –sales / BA / Business Development

Worked on Ecommerce & Health Care projects (Contract role)

**Roles & Responsibilities:**

Working closely with the sales team on proposals and pitches for business

Putting together business cases for the sales teams to support their proposal

Define Use cases from requirements and help convert them into software specifications.

Identify all use case components including basic, alternate and exception flows.

Coordinate with the development team to ensure that implementation conforms to the requirements.

Coordinate with development team to resolve all open issues within the stipulated time frame

Construe, Hyderabad, India Dec 2012 to March 2016

Job Title: Manager Business Development /Pre- Sales

Handled various ecommerce projects in various domains like Restaurants, Grocery stores, FMCG product stores, Fashion apparels, industrial products etc.

**Roles & Responsibilities:**

Preparation of estimations of the projects based on the technology mentioned by stakeholders and defining the project timelines

Regular interaction with the developing team to ensure the delivery of accurate user requirements as per the Documentation in BRD

Participation in the Brainstorming sessions for the improvement of the products

Documentation the requirements of the business process, before the commence of the project.

Performing the Root cause analysis to sort out the complications in the project

Involved in pre-sales activities & gathering requirements.

Developed communication tools for corporate meetings using mind mapping

Wise Step, Hyderabad, IndiaDec 2011 to Nov 2012 Job Title: pre-sales / Business Development Manager

**Roles & Responsibilities:**

Worked on SaaS based model & Cloud solutions.

Research on the web to build database & Prospecting ideal clients through email marketing.

Responsible for client acquisition & new business development.

Professional Networking through email introductions / exchanges, telephone interactions & web meetings.

Involved in cold calling & giving online demo’s through go-to-meeting

Requirements gathering, building credible, lasting relationships with prospects, working on RFP & RFI.

Experience in conducting Webinars

**Education**

Masters in PGDM (Marketing) from B- School (Dhruva College of Management, Hyderabad)

**Key Achievements**

* Cracked 25 clients when I was working with a product development company.
* Received appreciations from couple clients
* Implemented digital marketing strategy which increased our reach & client base.