RAHUL SONI

Product Owner, Business Analyst with **2.5 years** of experience across Manufacturing and Logistics; targeting senior level opportunities in **Manufacturing and Logistics industry** with an organization of repute

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Executive Profile

- Presently associated with **Cognizant Technology Solutions, Pune as Business Analyst**
- Expertise in concepts of **end-to-end product/ project planning** and implementation from scope management to activity sequencing, **cost estimation, risk analysis to quality management** in line with organizational guidelines and norms
- Awarded **Cognizant Achievers "SPOT" awards** twice for going the extra mile for high quality delivery & providing innovative Solutions
- Hands-on experience in **consulting practice** with proven skills in offering strategic insights on problem-solving, gap analysis, risk analysis, and cost-benefit analysis
- Proven success in **developing new business and managing sales cycles, generating leads and closing deals** while developing strong client relationships
- Maintained and expanded the database of prospects of the organization through use of Internet and databases to identify new targets for sales and marketing
- Resourceful in **assessing value, developing cases, and prioritizing stories, epics and themes** to ensure alignment with **product strategy**
- Leveraged skilled in evaluating **business processes, anticipating requirements**, uncovering areas for improvement, and developing & implementing solutions
- Skilled in **identifying different tools / techniques** that can be used to structure requirements; capability to develop a basic use case
- **Strong problem-solving & analytical skills** coupled with **decision-making skills** for effective solutions leading to high customer satisfaction and low operational costs
- Experience in **implementing new functional processes**; undertaking and implementing quality & process improvement projects within deadlines
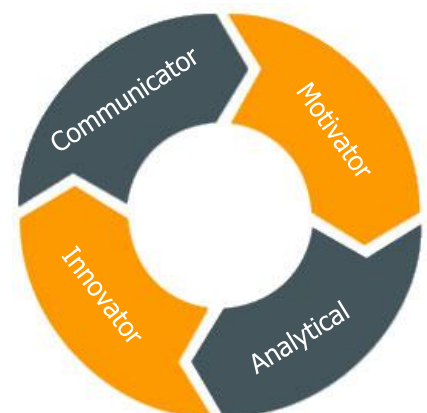
Core Competencies

Product Development/ Product Ideation	Business Development/ Revenue Growth
Business Analysis	Business Consulting
Logistics Operation	Freight Brokerage
Order Fulfilment	Risk Assessment & Migitation
Requirement Gathering	Client Engagement
Gap & Impact Analysis	Waterfall/Agile Methodologies

Certification

- Celonis Certified Analyst
- Design Thinking in Three Steps
- Consulting Approach to Problem Solving
- Essentials of Lean Manufacturing
- Agile Crash Course – Agile Project Management

Soft Skills

- Communicator
- Motivator
- Innovator
- Analytical

Career Timeline

B.Tech Civil Engineering | CTAE Udaipur | 74.10%

2016

MS Transportation Engineering | IIT Kanpur | 8.45/10

2018

Cognizant Technology Solutions, as Business Analyst

2018-Till Date

Technical Skills

Tools/ Technologies: JIRA, TFS, Microsoft PowerPoint, Microsoft Excel, Microsoft Visio, AutoCAD, Basics of OOPS, C, C++, SQL*

Professional Experience

Since Aug'18: Cognizant Technology Solutions, Pune as Business Analyst/ Product Owner

Roles:

- Working as **Product Owner** for Carrier Management Platform ($ multi-million business opportunity for Cognizant) – Identified Personas, envisioned solution, developed prototype, algorithm for rating module, interactive dashboard & recommendation engine
- Engaged in activities like **analyzing market and competition, assessing value, and developed POVs** on emerging trends in **Rail Freight Logistics and Cargo Financing**
- Developed **Consulting Collaterals** for multiple Logistics Giants by identifying shortcomings & suggesting them remedial actions
- Designed **PoC**s for a model on Crowd-Sourcing Logistics, Reuse of packaging materials, Correction of incorrect Shipments using RPA, Diminishing costs incurred due to multiple delivery attempts
- Brainstorming, Ideating and defining product features; driving **product vision, strategy, roadmap and release plans**
- Providing **backlog management, iteration planning,** and elaboration of the user stories; directing the **Agile Development Team** & stakeholders throughout the project
- Acted as a liaison between **Client & technical team**, reviewing the feedback from end users, stakeholders and other teams to shape requirements, features and end products
- Spearheading client/user interaction for **requirement gathering, risk assessment, finalization of technical architecture** and discussions for effort/cost/time estimation and client co-ordination & reporting
- Fostering a culture of learning in the agile team by delivering the business domain trainings within the team, thereby enhancing team's productivity
- Proactively engaged in **Bid Management Activities**, responding RFPs, RFIs and RFCs

Significant Accomplishments:

- Drafted functional questionnaires and responses for RFPs. Prepared 7 RFPs across 2 years, won 4 translating into a revenue of $ 4 Million upwards
- Played a key role in optimizing the process and reducing the cost by 42%, migrated existing mainframe system (OPSYS) to distributed platform for a Major Logistics Organization (USA)
- Attained 30% cost savings through streamlining delivery Intercepts handling process and moved on a distributed platform Major Logistics Organization (USA)
- Developed a web portal and mobile application for a major freight brokerage firm (USA), to increase their penetration in the market from 20% to 70%

Academic Projects

Analysis of overtaking patterns of Indian drivers with data collected using LiDAR   Period: Jan'17-Jul18
- Conceptualized experiment to collect data in naturalistic conditions, developed an algorithm for vehicle identification & tracking
- Analyzed driving behavior and proposed various statistical models on the observations made

Designed a K-Pass in IITK | Mentor: Prof. Vinod Vasudevan, IIT Kanpur   Period: Nov'16-Jul'17
- Introduced an idea of bicycle friendly speed bump by superimposing the chicane effect on existing traffic calming measure. Results obtained were statistically verified using proportional hypothesis testing
- *Published paper in Transportation Research Board, 2018*

Employment Creating Effects of Highways Constructed, MoRTH's Project   Period: Dec'16-Jan '17
- Estimated Direct, Indirect, Induced employment during different stages of construction at different levels using regression analysis

Internship

Delhi Metro Rail Corporation, Jaipur   Period: Jun'14-Jul'14

Assisted site engineer at an elevated Metro Station Project of ₹ 62.5 Cr. while gaining insights of the latest technologies

RSRDC, Jaipur   Period: Jun'15-Jul'15

Supervised construction of 'Paryatan Bhawan' Jaipur and estimated the cost of construction at different levels

Personal Details

Date of Birth: 15-01-1993
Languages Known: English and Hindi
Address: 4/164, Malviya Nagar, Jaipur