




AMIT KUMAR

Business Analyst

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Profile

Experienced Business Executive skilled in Business Analysis, driving revenue growth, and building client relationships. Strong in strategic thinking, communication, and project leadership. Proficient in market analysis, proposal development, and performance optimization. Passionate about innovation and exceeding goals.

Professional Experience

Stanvac Systems Private Limited

10/2022 – present

Business Analyst

Hyderabad, India

- Conduct detailed requirements analysis, document business processes, and stakeholder needs, and prepare BRDs and FRDs.
- Act as the primary point of contact for clients, addressing client queries and concerns promptly.
- Facilitate effective communication between clients and the development team.
- Prepare detailed project proposals and business reports, and develop comprehensive project plans, including timelines, milestones, and resource allocation.
- Designed business solutions and validated them through prototyping, testing, and feedback sessions.
- Developed and presented comprehensive reports and dashboards to support decision-making.
- Assign tasks to developers and designers based on their skills and project requirements, and monitor project progress to ensure alignment with the project plan.
- Manage project finances, including budget allocation and expenditure tracking.
- Use project management software (ZOHO Projects) to track project progress, and coordinate with team members to maintain adherence to project timelines.
- Facilitate meetings and discussions to align project goals with client expectations.

ThinkNext Technologies Pvt. Ltd.

03/2022 – 09/2022

Internship - International Business Management

Mohali, India

- Strategized, implemented, and oversee processes for increased productivity and growth.

- Designed daily operational programs that produce organizational objectives.
- Managed employee activities, providing suitable resources.
- Established and managed relationships with appropriate partners.
- Maintained a forecast and targeted sales attainment plan

Education

Dual Degree (MBA & MSC) - International Business Management
Punjabi University Patiala & INSEEC MSC And MBA Paris

09/2020 – 12/2022
 Patiala & Paris,
 India & France

Bachelors Of Technology (Mechanical Engineering)
Kurukshetra University

09/2014 – 05/2020
 Karnal, India

Certificates

Business Analysis

Agile Project Management

Languages

English



Hindi



Punjabi



French



Skills

Client Accounts Management

Client Relationship Management

Business Analysis

Project Management

Business Management

SalesForce CRM

Report Generation & Presentation

ZOHO CRM

Negotiation

Agile Methodologies

MS Excel

Retrospection

Team Management

SQL Basics

Softwares

ZOHO CRM

SalesForce

Trello

ClickUp

Asana