

# MAYUR S.

EXPERT BUSINESS ANALYST



## CONTACT

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<https://github.com/Mayur10398>

## EDUCATION

BCA (Bachelor's of Computer Application)  
**Manav Rachna International University**  
2016-2019

## Certifications

Great Learning School  
Certifications in Frontend HTML CSS  
(Web dev), Java Script Completed.

+12

**S. M Arya Public School**

2015-2016

## LANGUAGES

English

## Skills

### Technical Skills:

- HTML/CSS
- JavaScript (JS)
- Responsive Design
- Design Skills
- Figma, Sketch
- Wireframing

### Non-Technical Skills:

- Communication
- Problem Solving
- Time Management
- Attention to Detail
- Adaptability
- Team Player
- Creativity
- Documentation(FRD, BRD)

## Interests

- Reading
- Playing Cricket, Badminton
- Strumming Guitar

## PROFILE

With 17 months of experience as a Business Development Executive in IT, I bring a blend of business acumen and technical expertise. I am a BCA graduate, with a strong foundation in software, hardware, networks, databases, data analysis tools, and some programming languages. My experience spans project management (Agile, Scrum, Lean, Waterfall), requirement gathering, risk analysis, financial analysis, quality assurance, communication, statistical analysis, and strategy analysis.

In my role, I've excelled in business process improvement, project management, risk mitigation, and stakeholder communication. My enterprise analysis and strategic planning skills enable me to drive growth and innovation. Combining technical knowledge with analytical abilities, I am well-prepared to contribute as a Business Analyst.

## WORK EXPERIENCE

Business Development Executive

Core Techies India Pvt Ltd.

2023-2024

Business Development Executive Roles and Responsibilities:

- Identifying new business opportunities through industry research.
- Bidding on Upwork for freelance or project-based work.
- Building relationships with potential clients through networking and engagement.
- Creating and managing the company/agency profile on platforms.
- Conducting market research to analyze industry trends.
- Preparing and presenting sales proposals to potential clients.
- Managing the bid process and coordinating efforts across departments.
- Creating a Feature list and adding projects to the company portfolio.
- Proficient in requirement gathering, elicitation techniques, documentation, and business case development.
- Leveraged financial analysis to provide insights for strategic decisions.
- Skilled in risk analysis and quality assurance.
- Effective communicator with strong statistical analysis skills.
- Experienced in enterprise and strategy analysis.

Business Development Representative

Flexsin Technologies

2022-2023

Business Opportunities Identification and Acquisition

- Utilizing industry research for business opportunities.
- Engaging in Upwork bidding for project acquisition.
- Conducting market research to understand industry trends and customer behavior.
- Creating and delivering sales proposals.
- Driving growth through identifying opportunities and effectively communicating value propositions.
- Capturing and translating business needs into actionable requirements.
- Effectively communicated using strong statistical analysis skills.
- Experienced in business model analysis, competitive landscape assessment, market segmentation, growth strategy formulation, value proposition development, and business case justification.

## Achievements

As a business intelligence executive, I have utilized my business analyst skills to drive significant growth and efficiency through strategic market expansion, revenue growth initiatives, operational improvements, and securing strategic partnerships. I have also enhanced customer retention by 15% through a loyalty program, and implemented performance metrics that informed key business decisions. My analytical and strategic skills have consistently delivered impactful results for the company.

## Final Semester Hackathon Experience

- Participated in a hackathon organized by the IOT department.
- Built an RFID-based lock-unlock module.
- Developed a lock/unlock mechanism, power supply, and audit trail.
- Participated in data collection and implementation.
- Learned about user access, database storage, access levels, ID creation, and login credentials.

Business development:

I have generated 200+ leads, Also I have worked on Platforms like Upwork, Guru, Freelancer, LinkedIn, and cold calling.