PRAGYA TRIPATHI

Mobile No. +91 6387117003

PRESALE ANALYST

Email Id: pragyathipathi24@gmail.com

PROFILE SYNOPSIS

- Having 1 year of experience as a Presale Analyst in Damco Solution Pvt Ltd (Sep 2022-Sep 2023) Faridabad, Haryana, IN
- Proficient in technologies like in **Excel, PowerPoint, Word, Power BI**
- Collaborated with client and technical teams for project execution, ensuring alignment with client expectations and project objectives
- Capturing and analyzing client's **business requirements and processes through document analysis**
- Mapping the solution and preparing pre-sales business **documents like Proposal, SOW, Scope, Estimate sheet, WBS, presentations, case studies, etc.**
- Communicate requirement to the technical teams for estimates and coordinating with the development team
- Function as a liaison to Sales and Development team
- Checking fitment and improving resumes of candidates for resource-based leads
- Working on POCs including understanding requirement, creating features, communicating features to Delivery/Technology teams and testing and validating that customer requirements are achieved
- Working with cross functional teams including Designers and Developers for POC development
- Creating collaterals to support Sales and Marketing including capability PPTs, case studies, concept notes, etc.
- Research & support the content team in conceptualizing the content for web page, campaigns, presentations, blogs etc for marketing teams
- Monitored shared mailboxes for respective teams to manage upcoming and ongoing activities
- Managed file upload to the repository tasks associated with SharePoint and portal
- Adopted a consultative approach to thoroughly understand clients businesses and needs, enabling tailored solutions
- Engaged with diverse leads to gather client requirements, ensuring clarity by asking pertinent questions and facilitating effective communication between clients and developers
- Facilitate Requirement Gathering sessions with techniques like interviews, workshops, and surveys, Questionnaires, Brainstorming Sessions, and Focus Group Discussions
- Verify and validate requirements to ensure their alignment with business goals, conducting thorough reviews and workshops with clients.
- Participate in the creation of wireframes and mock-ups to visualize system functionalities and user interfaces
- Strong analytical skills, with the ability to gather and analyze requirements to drive informed decision-making
- Proficient in documentation and report writing, with a keen attention to detail
- Ability to collaborate effectively with cross-functional teams to achieve project objectives
- Excellent communication and interpersonal skills
- Ability to work under pressure
- Created, modified, and track calendar invites and scheduling
- Work on tight deadlines and agreed SLAs
- Quick learner with a proactive approach to acquiring new skills and Knowledge
- Detail-oriented with a focus on accuracy

SKILLS SUMMARY

- Excel
- PowerPoint
- MS Word
- Outlook
- MS Teams
- Email Writing
- Proposal Writing
- Client Handling
- Power BI
- Data Science
- Artificial intelligence
- SQL basic
- Python basic
- Requirement gathering
- Strategic Planning
- Process Improvement
- Team Leadership
- Project Management
- Budgeting and Cost Control
- Communication
- Presentation
- Problem-Solving
- Ability to work under pressure
- Ability to work in a fast-paced
- Ability to Develop Strong Relationship
- Keen attention to detail

EDUCATIONAL QUALIFICATIONS

- **Master of Business Administration (MBA-AI): 2020-2022 / 8.6 CGPA (Graphic Era Deemed to be University)**
- **Bachelor of Commerce (B. Com): 2017-2020 (MJPRU , Bareilly)**

CERTIFICATIONS / ACHIEVEMENTS

- **Data Analyst by Port Learn**
- **Throw ball competition -1st Prize**
- **Slow cycle race - 1st Prize**

WORKSHOP / SEMINARS

- **Image processing using MATLAB (5 days, workshop)**
- **Python and Data Visualization BOOTCAMP with Shape AI (7 Days)**
- **Artificial intelligence and machine learning (Ensino research and development private limited, workshop)**

KEY PROJECTS

- **Project 1: Power BI Dashboard using Global Super Market Data Set**
  Tools Used: Power BI, EXCEL
- **Project 2: Facial Recognition Using Convolutional neural network (CNN)**

PERSONAL DETAILS

NAME	**: Pragya Tripathi**
FATHER'S NAME	**: A.K Tripathi**
DATE OF BIRTH	**: 24/06/1999**
CURRENT ADDRESS	**: Gurugram**
MARITAL STATUS	**: Unmarried**
CURRENT CTC	**: 4LPA**