



Yashasvi Parihar

Business Analyst

Contact

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Skills

Documentation :BRD ,FRD
,User Stories

HubSpot

Gap Analysis

Requirements Gathering

User Acceptance Testing

JIRA

Team Handling

Wireframing

Work Flow Diagram

Scrum

Client Management

Experienced Business Analyst excelling in technology project delivery. Proficient in stakeholder management, requirements gathering, and cross-functional collaboration. Expertise in translating complex business needs into actionable plans, driving growth and surpassing client expectations.

Work History

2021-06 -
Current

Business Analyst

RNF Technologies Pvt Ltd, Noida, India

- Led the requirements gathering process from stakeholders for the development of a client portal aimed at providing access to conference details and order management functionalities.
- Translated stakeholder requirements into detailed documents, including User Stories, Business Requirement Documents (BRDs), System Requirement Specifications (SRS), ensuring alignment with project objectives and client expectations.
- Collaborated with a development team of 5 members and a testing team of 3 individuals throughout the project lifecycle to ensure successful delivery of the portal.
- Facilitated discussions between cross-functional teams to define the scope, prioritize features, and establish timelines for the project.
- Played a key role in designing the user interface and functionality of the portal, including login authentication, menu navigation, order management, and billing information entry.
- Conducted user acceptance testing (UAT) sessions to validate the portal's functionality against stakeholder requirements and address any identified issues or discrepancies.
- Coordinated with backend users to refine and optimize the portal's features, incorporating feedback and making necessary adjustments to enhance user experience and efficiency.
- Successfully delivered the project on schedule, meeting all defined objectives and client expectations.

2020-02 -
2021-06

Sales Manager

SYGMOS TECHNOLOGIES PVT LTD, India

- Successfully managed a retail grocery business in Dehradun, achieving projected earnings and maintaining profitability.
- Established relationships with 10+ vendors, securing wholesale produce at a 10% discount below market rates.
- Oversaw store preparation and achieved strong sales on the first day of operation.
- Launched a website and online ordering system to expand the business.
- Managed staffing requirements, hiring, training, and personnel oversight.
- Researched and evaluated suppliers based on price, quality, selection, and service.
- Kept abreast of the latest pricing trends for a list of items.

2018-10 -
2020-02

Business Development Executive

EXTRAMARKS EDUCATION PVT LTD, Noida, India

- Conducted cold calls to generate new business leads.
- Conducted home counseling sessions with customers.
- Presented and proposed content to parents.
- Maintained an updated prospective client database.
- Arranged meetings for senior management with prospective clients.

Education

2020-06 -
2022-06

PGDM: Marketing

*Narsee Monjee Institute of Management Studies -
Mumbai*

2015-07 -
2019-08

Bachelor of Technology: Electrical And Electronics