

Nallamothu Harish

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PROFILE

Passionate about harnessing the power of data and business strategy, I am eager to contribute to a forward-thinking organization where I can leverage my analytical skills, project management expertise, and problem-solving abilities. With a strong understanding of the development life cycle, stakeholder communication, and risk management, I excel at driving successful project execution and optimizing processes for business success.

WORK EXPERIENCE

Hettich India Pvt.Ltd . Market Research analyst (Trainee) July 2024 - Present

Identified business needs and implemented strategies to drive results.

Managed risks and issues by maintaining a Risk and Issues Register.

Ensured seamless collaboration across teams for business success and stakeholders

Established project plans and managed project scope changes to mitigate the risk

Presented actionable insights to leadership, directly contributing to a 15% increase in targeted sales efforts

Foundit.ai(Monster.com). Lead Generation Executive(Intern) Feb 2024 - June 2024.

Engaged with Middle East clients to generate leads and facilitate sales conversions.

Maintained and updated CRM databases for accurate tracking of leads.

Managed stakeholder communication and collaborated with cross-functional teams.

Cold Calling, Email Marketing, Research Analyst (LinkedIn, Salesforce,Google search, Easy leads, Lusha)

Internship & Projects

Online Agricultural Store | Business Analyst | 2025 - IIBA

Requirements Gathering (Function and Non Functional)

SDLC Methodology - Waterfall & V- Model

Stakeholders Management

Documentation (BRD)

UML Diagrams(Static & Dynamic) - Ms Viso, Balsamiq, Axure

Project Management Tool - JIRA

Time sheets & Gantt chart

Pizza Sales Dashboard | 2024 - Unified Mentor

Created comprehensive Power BI dashboard analyzing pizza sales data across multiple dimensions

Utilized Excel for data extraction and Power Query transformation from company database

Developed Excel models to analyze sales patterns, trends, and forecasts.

EDUCATION

PGDM - Business Analyst, Marketing

2024 - ICBM-School Of Business Excellence Hyderabad

B. Tech - Food Technology

2022 - Professor Jayashankar Telangana State Agricultural University Hyderabad, TG

Intermediate – MPC

2018- Narayana Jr college – Hyderabad, TG

SSC - Greenwood High School Khammam, TG

SKILLS

Business Process Modeling

Requirements Gathering & complete Documentation

Data Analysis & Visualization

SDLC Methodologies

Wire Framing & Prototypes

Communication(Verbal & Return)

ADDITIONAL

Project Management Tools - JIRA

Stakeholder Engagement

Requirements Prioritization

Data Analytical Tools - Excel, Power Query & Power BI

CERTIFICATIONS

- Business Analyst by Coepd
- Data Analytics by coursera
- Project Management by Coursera
- Business Process Modeling by Coursera

ACCOMPLISHMENTS

Intercollege champion (Cricket, Basketball, Badminton) - 2022

Programmer Head at college 2019-2022

NSS volunteer at university level 2018-2022

I hereby declare that all the information given above is true and correct to the best of my knowledge.

Signature

