

N SAI KRISHNA GOUD

HYDERABAD, TELANGANA
nemakalsaikrishnagoud@gmail.com
Ph.no: +919642185109

CORE COMPETENCIES

- Business Analysis Planning and Monitoring.
- Elicitation and Collaboration.
- Requirement Life cycle Management.
- Requirement Analysis and Design Definition.
- Strategy Analysis
- Solution Evaluation
- Stakeholder management
- Project management

TECHNICAL SKILLS

- Documentation Tools: MS Suite.
- Prototyping & Wire frames Tools: Axure & Balsamiq
- Modeling Tools: MS Visio, Draw.io.
- Project Management tool: - JIRA
- Reporting Tools: Power BI, & Tableau.
- Database: My SQL

EDUCATION

Vishwa Vishwani Institute of Systems and Management | PGDM 2022-24

Major: Marketing | Minor: Business Analytics – CGPA – 3.16

CERTIFICATION

Certified IT – Business Analyst IIBA [EEP]
Completed a certification course on “Management Principles”- Udemy.
“AI in Digital Marketing”- From Great Learning

SOFT SKILLS

- Teamwork and Collaboration
- Adaptability
- Communication Skills
- Problem-Solving Skills

LANGUAGE

English, Telugu, Hindi

CAREER OBJECTIVE

Curious and data-driven graduate looking to kickstart my career as a Business Analyst. Passionate about turning data into insights and ideas into impact. Excited to work with cross-functional teams, learn from real-world challenges, and help build smarter business solutions.

PROFILE SUMMARY

- Extensive knowledge of **SDLC** phases, including waterfall and agile methodologies.
- Proficient in The **Waterfall Model**, Handling **Requirements Gathering, BRD, FRD, SRS, RACI Matrix, BCD, UML diagrams**, and **prototypes**.
- Skilled in **Agile Scrum**, writing **user stories**, prioritizing **business value**, managing backlogs, conducting sprint meetings, tracking progress with burndown charts, and ensuring clear **DOR** and **DOD** standards.
- Leveraged market research and analytics to drive strategic sales initiatives, enhancing business growth and competitive positioning within the finance and education sectors

PROJECTS

Project 1: Retail Chain POS with Inventory Sync | Agile

Project Description:

Developed and improved a Point of Sale (POS) terminal application using Agile methodology, collaborating with teams through iterative sprints. Contributed to sprint planning, stand-ups, and reviews, Improved payment efficiency and inventory management based on stakeholder feedback.

Responsibilities:

- Interacted with the stakeholders and gathered requirements by using various **elicitation techniques**.
- Created user stories with appropriate acceptance criteria with the assistance of the Product Owner. Added **user stories** into **product backlog** using the **JIRA** tool.
- Prioritized and validated the requirements using **Moscow** and **FURPS** technique, added **user stories** to **sprint backlog** based on prioritization order.
- Collaborated with Product Owner and Scrum Master for **BV** and **CP**. and assisted the Product Owner for the creation of **DOR** and **DOD** checklist.
- Participated in **sprint ceremonies** to remove **road blocks** in the project.
- Generated **Sprint, Product Burn down/Burn up charts** to track the project progress.
- Participated in product planning and **UAT** to successfully deliver each sprint component.

Project II: “ShopEase”-Online Shopping and Order Management System| Waterfall

Project Description:

Built an Online Shopping platform for“ ShopEase” using Waterfall methodology, completing each phase sequentially from requirements to deployment. Delivered a secure, user-friendly system on schedule through thorough planning, documentation, and testing.

Responsibilities:

- Business Case Document Creation and Stakeholder Analysis.
- Collaborated with senior BA for Business Case Document, Stakeholder Analysis, and **RACI Matrix**.
- Utilized Elicitation Techniques for Business Needs Document (BRD).
- Translated **BRD** to Functional Requirements Document (FRD) and SRS document.
- Developed **UML diagrams, wireframes** for requirements and maintained **RTM** throughout project.
- Prepared Test Case Scenarios for successful **UAT**.

EXPERIENCE

Bajaj FinServ | Assistant Sales Manager- Lifestyle Finance Apr 2024 – Dec 2024

Conducted market trend analysis, competitor analysis, and comprehensive surveys to provide actionable business insights and strategic feedback. | Addressed customer and team queries using data-driven solutions| Led a sales team with a strong focus on data tracking, performance analysis, and goal alignment to drive business objectives.

Market Research Intern| T.I.M.E May 2023- July 2023

Conducted a comprehensive survey of preschool franchise operations and performed competitor analysis to deliver data-driven recommendations and best practices for strategic business growth.