

CR Barath Narayanan

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Core competences:

- SDLC & Methodology Expertise
- Requirements Elicitation & Documentation
- Process Modelling & Prototyping
- Agile Artifact Management
- Quality Assurance & Change Control
- Stakeholder & Vendor Management
- B2B/B2C Sales & Revenue Growth
- Strategic Business & Industry Development

Technical Skills:

- *Documentation Tools:* Copilot 365, Google Workspace
- *Prototyping and Wireframing:* Axure and Balsamiq
- *Database:* SQL
- *Project Management Tool:* JIRA
- *Reporting Tool:* Tableau and Power BI

Education:

- MBA International Business from Annamalai University (2019-21)
- BSc Psychology from Madras University (2016-19)
- BE Electrical and Electronics Engineering course completed from Anna University (2010-14)

Domain:

- Medical Tech
- Simulation Tech
- Ed Tech

Languages Known:

- English
- Tamil
- Hindi
- Telugu

Career objective: Seeking a challenging Business Analyst role to maximize my formal IT and BA expertise. Focus on applying mastery of Agile Scrum and Waterfall methodologies to translate complex business needs into precise technical requirements and drive successful enterprise implementations. To leverage my strategic background in the medical, education industry to lead critical cross-functional projects that deliver substantial business value and measurable performance improvements.

Profile summary:

- IT and Business Analysis expertise, adept in *requirements gathering, process modelling, and technical documentation*.
- Proficient in the *full SDLC*, specializing in *Agile Scrum* and the *Waterfall Model (BRD, FRD, SRS, UAT)*.
- Experience in leading *cross-functional projects, facilitating UAT*, and employing *effective stakeholder management* to drive successful *enterprise tool implementation*.
- Experience in *B2B/B2C sales, client acquisition, strategic planning, and contract negotiation* in the highly specialized *medical education and simulation industry*.
- Experience in *client training and operational support*.

Work experience:

Company name: Delta Healthcare |2023-2025|

Designation: Chief Implementation Officer and National Sales Head

Project: Delta Sales Operations Management Portal [Agile]

Description: Following the initial Waterfall implementation, the project was transitioned to Agile methodology to improve adaptability and stakeholder engagement. The migration focused on iterative delivery, faster feedback cycles, and enhanced cross-functional collaboration. The new approach introduced sprints, user stories, and backlog management to ensure continuous improvement and quicker delivery of high-value features.

Role: BA

Responsibilities:

- Participated in Agile ceremonies (*sprint planning, reviews, retrospectives*) and ensured continuous alignment of business goals with sprint outcomes.
- Created *user stories and acceptance criteria derived from use cases for backlog prioritization*.
- Conducted *JAD sessions* to clarify functional queries and facilitate collaboration between business and IT teams.
- Updated the *RTM and product backlog*, ensuring complete traceability of evolving requirements.
- Supported *UAT coordination and user training* to enable smooth transition to the new Agile framework.

Project name: Delta Sales Operations Management Portal [Waterfall]

Project description: The project aimed to develop an integrated system to manage employee expenses, quotation generation, and meeting logs through a centralized web-based platform. The primary goal was to automate manual workflows, eliminate redundant processes, and enhance approval transparency.

Role: Business analyst

Responsibilities:

- Conducted detailed **requirement gathering sessions and documented BRS and SRS** aligning business objectives with technical feasibility.
- Designed **UML diagrams, use cases, and process flows** to illustrate system functionality and user interaction.
- Collaborated with stakeholders to **validate and prioritize requirements using MoSCoW and FURPS techniques**.
- Supported QA by preparing and reviewing **test cases and ensuring traceability through RTM**.
- Coordinated **team meetings and communication between client and development team** to ensure clarity and alignment.

Company Name: Nies Electronic Solutions (Duration: 2016-2023) **Designation:** Chief Executive Officer

Responsibilities:

- Led business operations as a franchise partner of Delta Healthcare for South India, driving simulation lab setups across top medical institutions.
- Managed sales, client relations, and training programs.
- Enhanced brand visibility, secured long-term partnerships, and implemented faculty training for advanced medical simulation systems.

Company Name: Medifield Equipment Corp. (Duration: 2014-2016)

Designation: Business Development Executive

Responsibilities:

- Promoted medical devices such as Gynocular Colposcope across Tamil Nadu and Karnataka.
- Conducted product demonstrations, negotiated sales, and delivered post-sale technical training.
- Strengthened customer satisfaction through responsive support and effective territory management.