

**Name:-** KAMBOTULA SIVAPRASAD

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## Core competences : -

- 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.
- Database: SQL
- Project Management tool:- JIRA
- Reporting Tools: Power BI, & Tableau.

## Domain knowledge : -

Finical.

CRM.

LMS.

## Education :-

**Bachelor of Technology in Chemical Engineering (MVGR college of engineering) 2016-2020**

## Certificates :-

- Certified IT – Business Analyst IIBA [COEPD]
- Sales Course Certification With MYXP team.

## Career object: -

Results-driven professional with 2 years of sales experience and a strong foundation in business analysis, seeking to leverage my expertise in understanding client needs, building relationships, and driving sales growth in a business analyst position. Committed to applying analytical skills, market insights, and ERP software knowledge to deliver value-driven solutions and support data-informed decision-making for organizational success.

## Profile summary: -

- In depth knowledge of SDLC in various phases (i.e Waterfall & agile)
- Waterfall Model: Gathered requirements using **Elicitation Techniques** and prepared **BRD, FRD, SRS** prepared **RACI Matrix**, BCD, created **UML Diagrams** and **Prototypes** and requirements tracking through **RTM** well versed with **UAT** handling **Change Request**.
- Agile Model: Creation of **user stories** and Added **Acceptance Criteria,BV & CP,Sprint&Product Backlogs** conducted various **Sprint Meetings; Sprint&Product Burndown charts** ensured **DOR** and **DOD** checklist.
- Experienced in identifying growth opportunities, creating strategies, and driving revenue through targeted business efforts.
- Skilled in building strong client relationships, providing tailored solutions, and ensuring long-term business success.

## Work Experience.

**Company name :-** SIONIQ TECH PRIVATE LIMITED

**[Duration]**

**Designation: Business Analyst**

**Project name:-** |Agile|

**Project description:-** The Lead Management System project for a jewelry business focuses on optimizing the process of capturing, tracking, and managing leads to improve conversion rates, streamline communication, and enhance sales team efficiency.

**Role:-**Business analyst

### Responsibilities:

- Facilitated Agile ceremonies such as sprint planning and backlog grooming to maintain effective collaboration between stakeholders and the development team.
- Gathered and analyzed requirements using techniques like MOSCOW prioritization, ensuring alignment with the project's lead management objectives.
- Developed comprehensive documentation including Business Requirement Specifications (BRS) and Software Requirement Specifications (SRS) for jewelry ERP systems.
- Conducted GAP Analysis to identify areas for improvement in ERP workflows, leading to enhanced efficiency and streamlined processes.
- Led User Acceptance Testing (UAT) sessions, ensuring that delivered solutions met stakeholder expectations and business needs.
- Utilized tools like Jira and Confluence to manage user stories and track project progress, promoting transparency and collaboration within the team

**company name :-** SIONIQ TECH PRIVATE LIMITED

**[Duration]**

**Designation: Business Analyst**

**Project name:-** |waterfall|

**Project description: -** The project aims to implement a CRM system tailored for the jewelry industry, focusing on efficient inventory management, enhanced

**Soft skills : -**

- Client handling skills
- Excellent communication
- Analytical skills
- Leadership skills
- Presentation skills
- Requirement gathering

**Language :-**

- Telugu
- English
- Hindi

**Awards/achievements : -**

**Client Relationship Excellence Award in Nxtwave technologies**

**Achievement in Nxtwave technologies :**

Improved client satisfaction by 30% and retention by 25% in one year.

**Potential Client Acquisition Award in Sioniq tech privat limited .**

**Achievement in Sioniq tech privat limited:**

Boosted lead generation by 25% in six months across Andhra Pradesh.

customer satisfaction, and streamlined sales processes. This solution will support personalized marketing, data-driven insights, and improved decision-making to modernize and optimize business operations in the jewelry sector.

Role:-Business analyst

**Responsibilities:-**

- Conducted Enterprise Analysis and under the assistance of a senior BA in creating a Business Case Document, conducted Stakeholder Analysis, and prepared RACI Matrix.
- Gathered requirements from business heads using Elicitation Techniques and created a Business Requirements Document (BRD).
- Translated BRD into Functional Requirements Document (FRD), Collaborated with the technical team, and prepared SRS Document.
- Created UML diagrams and wireframes to visually represent requirements using MS Visio, Balsamiq, and Axure.
- Created and maintained RTM throughout the project

**Company Name: SIONIQ TECH PRIVATE LIMITED | Nov 2023 - Present**

**Designation: Business Development executive.**

**Responsibilities:**

1. Reaching targets/goals → Align project objectives with business goals and track progress using KPIs and RTMs.
2. Increasing business opportunities → Identify business process improvements and propose solutions for better efficiency.
3. Coordinating with teams → Facilitate communication between stakeholders and implementation teams for smooth execution.
4. Developing a sales pipeline → Maintain a requirements backlog and manage stakeholder relationships.
5. Converting leads, presenting demos → Conduct requirement workshops, present business cases, and lead solution demos.

**Company Name: NXTWAVE DISRUPTIVE TECHNOLOGIES PRIVATE LIMITED | August 2022 – October 2023**

**Designation: Community Building Associate.**

**Responsibilities:**

1. Qualifying outbound leads → Gathering business requirements through interviews and workshops.
2. Asking pertinent questions, offering advice → Eliciting requirements by understanding stakeholder needs and pain points.
3. Customizing calls to leads → Tailoring business solutions to specific business needs and challenges.
4. Generating sales-qualified leads → Documenting and prioritizing requirements for project development.
5. Maintaining CRM database → managing requirements documentation and tracking changes using business tools like Jira or Confluence.