ASHAY PILLEWAN

BUSINESS ANALYST

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

Domain Knowledge

- Artificial Intelligence
- Payments
- Construction & Utilities
- Supply Chain
- CRM

Education

MBA General Management, SPJIMR

Certificates

- Certified IT – Business Analyst IIBA [EEP]
- Certified Agile Professional (Scrum Master & Product Owner Trained), COEPD
- AIML Foundation, SPJIMR
- Scrum Fundamental Certified SFCTM, COEPD
- Jira Project Management, COEPD
- Microsoft Power BI, Simplilearn
- Tableau, COEPD

Awards/Achievements

- Best Project 2024
- MBA Dean To 3 Merit, 2023
- Best Employee 2015

Career Objective

Business Analyst and AI/ML Cloud enthusiast with 7+ years of experience in Business Analysis and Pre-Sales. Skilled in translating business goals into actionable solutions, managing full SDLC, writing BRDs/FRDs, and supporting development teams. Proficient in Agile (Scrum, SAFe), Kanban, and Waterfall methodologies, with a focus on delivering results that exceed client expectations.

Profile Summary

- In-depth knowledge of SDLC in various phases (i.e., Waterfall & Agile)
- Proficient in **Waterfall Model**: Gathered requirements using **Elicitation Techniques**, prepared **BRD, FRD, SRS**, created **RACI Matrix, BCD, UML Diagrams**, and **Prototypes.** Managed **RTM and UAT**, handled **Change Requests**.
- Expert in **Agile Scrum**: Created **user stories**, added **Acceptance Criteria, BV & CP**, and managed **Sprint & Product Backlogs**. Conducted **Sprint Meetings**, and tracked **Sprint & Product Burndown charts**. Ensured **DOR** & **DOD** checklist.
- Skilled in Designing **Corporate and Business Strategy**: Expertise in aligning corporate and **business strategies** to **drive growth**.
- **Financial Analysis**: Strong in **budgeting**, **forecasting**, and **performance analysis** to support strategic decisions.

Experience

Business Analyst

Colliers, India　　　　　　　　　　　　　　　　　　　**2019-Present**
Project - Co-Gence (Agile)
Technology - .NET
Tools - Jira, Confluence, Git, Azure
Project Description -

CoGence, developed by Colliers India in collaboration with Inkers, is an AI-driven platform designed for construction project management. It utilizes Artificial Intelligence and Machine Learning algorithms to process real-time data, including point cloud scans and thermal imaging, to detect construction anomalies and generate high-precision quality reports

Roles & Responsibilities:

- Provide deep **domain knowledge** and expertise related to the project's subject matter.
- Assist in clarifying requirements and ensuring a shared understanding of the domain among team members.
- Collaborate with the **product owner** and **business analysts** to **analyze** and refine user stories or requirements.
- Validate that **user stories** accurately reflect business needs and are feasible from a technical and domain perspective.
- Participate in **grooming sessions** to refine user stories and **acceptance criteria**.
- Clarify doubts, provide additional context, and assist in breaking down larger stories into smaller, **manageable tasks.**
- Work closely with the product owner and the team to define clear and **testable acceptance criteria** for **user stories** ensure that acceptance criteria align with **business goals** and are achievable.
- Work closely with developers to answer questions, resolve issues, and provide guidance during the implementation of **user stories**.
- Assist in the development of **test cases** and **scenarios** based on domain knowledge.
- Collaborate with the testing team to ensure that **test cases** cover all relevant aspects of the system.
- Provide feedback during **sprint reviews** and **retrospectives** to help the team improve its processes.
- Identify potential risks or challenges related to the domain and work with the team to develop **mitigation strategies.**
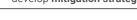
Project - Co-Pro (Waterfall)   **2019-Present**
Technology - Java
Tools - MSP, Jira, Git
Project Description -

Co-Pro is a cloud-based document depository and workflow automation system developed by Colliers. It streamlines the management, storage, and approval processes for critical business documents.

Roles & Responsibilities:

- Conducted **Enterprise Analysis** and, with senior BA guidance, created a **Business Case Document**, performed **Stakeholder Analysis**, and developed a **RACI Matrix** for role definition.
- Gathered business requirements using **Elicitation Techniques** and created a **Business Requirements Document (BRD)**.
- Translated BRD to **Functional Requirements Document** (FRD) and worked with the technical team to prepare the **SRS Document**.
- Created **UML diagrams** and **wireframes using MS Visio, Balsamiq, and Axure** to visually represent requirements.
- Maintained **Requirements Traceability Matrix (RTM)** throughout the project to track deliverables.
- Managed time and risk by monitoring timelines, identifying risks, and implementing mitigation strategies.
- Monitored financial aspects by tracking budgets and ensuring appropriate resource allocation.
- Assisted the Testing Team by preparing **Test Case Scenarios** and ensuring successful **UAT** completion.

Business Analyst

Service & Trade, Muscat   **2017-2019**
Project - PropTech
Technology - Java
Tools - Jira, MSP
Project Description -

PropTech is a software solution designed to streamline supply chain management and automate purchase order (PO) generation. It simplifies procurement processes, enhances efficiency, and ensures accurate tracking of inventory and orders. By integrating with existing systems, PropTech helps businesses reduce manual errors, optimize workflows, and improve overall supply chain visibility.

Roles & 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.

Pre-Sales Analyst

Inox Leisure Ltd, Mumbai   **2015-2017**
Roles & Responsibilities:

- Conducted requirement gathering sessions, performed Gap Analysis, and managed Change Requests throughout the project lifecycle.
- Delivered comprehensive Functional and Business Requirement Documents (FRD, BRD), UML Diagrams, Use Cases, and Training Documents for team alignment.
- Applied MOSCOW and Business Value prioritization techniques to ensure timely delivery of key requirements within scope.
- Managed pre-sales activities, including proposal preparation and responding to RFIs/RFQs for international power utilities.
- Created efficient project schedules and deployed resources to ensure zero impact on the critical path.

Pre-Sales Analyst

Godrej Interio, Mumbai   **2013-2015**
Project - PropTech
Technology - Java
Tools - Jira, MSP
Project Description -

Highrise is an advanced Construction ERP software designed to streamline the process of preparing budgetary estimates for fit-out projects. It enables construction teams to quickly generate accurate cost estimates, improving project planning and decision-making. Highrise allows users to efficiently manage resources, track expenses, and respond swiftly to client requirements, ensuring timely and cost-effective delivery of projects across the globe.

Roles & Responsibilities:

- Led the implementation of Highrise ERP, managing migration from BaaN to Infor LN, covering all project phases from requirement gathering to post-implementation testing.
- Produced critical project documentation (FRD, BRD, UML diagrams, use cases, training materials) to ensure smooth knowledge transfer and system adoption.
- Applied MOSCOW and Business Value prioritization techniques to manage project scope and align deliverables with business objectives.
- Spearheaded pre-sales activities, including proposal development and responding to RFIs/RFQs, driving international sales and expanding business opportunities with global power utilities.