Ashay Pillewan | Business Analyst

Certified Business Analyst | Certified Agile Professional | Scrum Master (PSM) Trained | Product Owner (PSPO) Trained
Domain: BFSI, Payment, Healthcare, CRM, and Power & Utilities

+91-9029496793 | ashaypillewan@hotmail.com | www.linkedin.com/in/ashaypillewan | Mumbai | India

PROFILE SUMMARY

- **Business Analyst and an AI/ML Cloud enthusiast with 9+ years of professional experience spread across Business Analysis and Pre-Sales.**
- Passionate about translating project visions and objectives into reality, offering tangible results in line with client expectations.
- Expertise in full software life-cycle implementation, writing BRD / FRD / handling change request / supporting development team.
- Expert knowledge of SDLC processes and development methodologies, including Agile (Scrum, SAFe), Kanban, and Waterfall.

KEY SKILLS

- Agile (Scrum) and Waterfall Methodologies
- Business Requirement Documentation (BRD)
- Requirement Elicitation & Gathering
- UML & Data Modelling
- Stakeholder Management
- Wireframe & Prototyping
- Project Management
- Business Process Design
- Product Backlog Prioritization
- Release Management
- Change Request Management
- Roadmap Planning
- GAP Analysis & Use Cases
- Requirement Analysis
- UML Diagram
- User Stories, Acceptance Criteria, Epics & Features
- Functional & Regression Testing
- Data Analysis & Visualization
- Requirement Traceability
- REST API's Validation
- User Acceptance Testing (UAT)
- JIRA Xray

TOOLS

Jira | Confluence | Postman | MySQL | Microsoft Power BI | Tableau | Azure RP | Microsoft Azure | Microsoft Project | Microsoft Visio | Balsamiq | MS Excel | MS Word & PowerPoint

WORK EXPERIENCE

Business Analyst   **Sept 2019 - Present**
Colliers, Mumbai

- Elicit & Translate Business requirement to User Stories / BRD / FRD / SRS.
- Conduct Gap Analysis / Scope Analysis / Impact Analysis on Business Process using techniques like use case diagrams (UML) / Context Diagram (Data Flow Modelling) / BPMN (process modelling) / Flow charts.
- Conduct AS-IS and TO-BE Analysis and suggest Fit for Business Solutions by designing a Change Strategy.
- Organize & Lead Requirement Gathering (Elicitation) meetings using techniques like Interviews, Questionnaires, Interface Analysis, Document Analysis, Brainstorming Sessions, and Focus Group Discussions.
- Prioritize Requirements using MOSCOW and Business Value methods.
- Deliver comprehensive requirement documents, including BRD, FRD, SRS, Use Cases, Process Flows, Change Requests, Traceability Matrices, and Mind Map.
- Communicate client's business requirements by constructing easy to understand data and process models.
- Involved in creating prototypes, wireframes and mockups for product and service development.
- Verification / Validation of requirements to ensure they deliver business value by conducting various Reviews and workshops with clients.
- Performed quality assurance (functional testing) and user acceptance testing facilitating on-time, on-budget and acclaimed "go-live" of the application.
- Act center point of contact for all project activities consulting with Delivery Managers.

Business Analyst   **Nov 2017 - Aug 2019**
Service & Trade, Muscat

- Involved in overall activities related to Business Strategic Planning & IT-automation.
- Engaged with key stakeholders and business owners to prioritize the business problems.
- Organized & Lead Requirement Gathering (Elicitation) meetings using techniques like Interviews, Questionnaires, Interface Analysis, Document Analysis, Brainstorming Sessions, and Focus Group Discussions.
- Conducted Gap Analysis, Scope Analysis, Impact Analysis on Business Process using techniques like use case diagrams (UML), Context Diagram, BPMN, Flow charts.
- Conducted AS-IS & TO-BE analysis and suggested the best fit for Business Solutions.
- Prioritized requirements using MOSCOW and Business Value methods followed by documenting them as BRD, FRD, Change Request.
- Participated in various Scrum Ceremonies by sharing opinions on process & product innovation.

Business Analyst   **Jan 2015 – Oct 2017**
Inox, Mumbai

- Performed Requirement Gatherings, Gap Analysis, Managed Change Request, Go-Live assistance till post implementation support and functional testing.
- Delivered Functional Requirement Document (FRD), Business Requirement Document (BRD), UML Diagrams, Use Cases and Training Document.
- Used Prioritization techniques like MOSCOW and Business Value.
- Managed pre-sales activities such as proposal preparation, responding to RFI and RFQ to international power utilities across the globe.

Business Analyst & Pre-Sales Engineer   **July 2013 - Jan 2015**
Godrej Interio, Mumbai

- Led the comprehensive implementation of Highrise ERP, facilitating the migration from BaaN to Infor LN. Managed all phases from requirement gathering and gap analysis to change request handling, Go-Live support, and post-implementation functional testing.
- Produced key project documentation, including Functional Requirement Documents (FRD), Business Requirement Documents (BRD), UML diagrams, use cases, and detailed training materials to ensure seamless knowledge transfer and system adoption.
- Applied prioritization methodologies, such as MOSCOW and Business Value analysis, to effectively manage project scope and deliverables in alignment with strategic business objectives.
- Spearheaded pre-sales efforts, including proposal development, and responding to RFIs and RFQs, engaging with global power utilities to expand business opportunities and drive international sales.

PROJECTS

Construction ERP (Highrise) - *Effectively managed to build software to prepare budgetary estimates for fit-out projects to respond quickly to clients across the globe.*	**BaaN to Infor LN** – *Strategies and implemented the migration from the BaaN to LN Infor, an ERP, for the manufacturing unit for the global business.*
Co-Pro – *Formulated the software as a BA for providing project team members with a channel for communicating, viewing project documents, logging forms and workflow assignment to digitize the processes.*	**Co-Gence** - *Formulated the product as a BA, AI (Artificial Intelligence) enabled Project Management tool for detection of construction anomalies & defects to generate high precision Quality reports.*

CERTIFICATIONS

- Certified Business Analyst from IIBA Regulatory Institute, ***COEPD***
- Certified Agile Professional (Scrum Master & Product Owner Trained), ***COEPD***
- AIML Foundation, ***SPJIMR***
- Scrum Foundation Professional Certification SFPC^{TM}, ***Certiprof***
- Scrum Fundamental Certified SFC^{TM}, ***Scrum Study***
- Lean Six Sigma White Belt, ***Management and Strategy Institute***
- Jira Project Management, ***Great Learning Academy***
- Jira Fundamentals, ***Atlassian***
- UX (User Experience), ***Accenture***
- Microsoft Power BI, ***Simplilearn***
- Tableau, ***COEPD***
- Microsoft Excel, ***Simplilearn***

EDUCATIONAL QUALIFICATIONS

- Post Graduate Executive Management Program (MBA), SPJIMR 2023
- Bachelor's in civil engineering (VJTI, Mumbai), 2013