

Manish Talreja, Consultant

LinkedIn Profile

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Professional Summary:

Experienced Management professional with over 4 plus years of experience in Business Analysis, Business Strategy, Customer experience and strategic partnerships across Banking financial Services & Insurance (BFSI). Skilled in driving innovation through **TCS COIN**, leveraging emerging technologies, and building strategic partnerships to deliver impactful solutions and digital transformation. Agile certified, with strong communication skills and a commitment to leveraging technology to address complex business challenges.

Work Experience: Tata Consultancy Services

Consultant [June 2022 - Present]

- Working with **TCS Co-Innovation Network (COIN)** to drive innovation by leveraging emerging technologies (Artificial Intelligence, IoT, blockchain) and fostering partnerships with startups, academia, and industry leaders to co-develop cutting-edge solutions.
- Collaborated with stakeholders to identify and document customer requirements, analyzing current (as-is) processes and designing future-state ("to-be") solutions in areas such as Cloud Cost Optimization, Robotic Process Automation, and Anti-Money Laundering.
- Facilitated the process of comprehending the client's requirement and map appropriate partners to drive business growth resulting in TCS winning \$10 Mn integration projects also, the partner got multi million \$ licensing revenue.
- Created and maintained essential project documentation such as weekly/monthly project status reports.
- Conducted discovery sessions, workshops, and demos to map client needs to startup solutions; performed gap analysis to identify improvement areas and recommended strategies that enhanced business processes and opened additional revenue opportunities.
- Worked closely with accounts and technical teams to bridge technology challenges and deliver project goals also assisted in responding to RFPs and RFIs, effectively addressing customer needs and aligning with organizational objectives.
- Conducted regular data cleansing, analysis, and validation to prepare accurate datasets for analysis, ensuring clear and impactful presentations to key stakeholders.

Senior System Engineer [March 2021 - June 2021]

- Spearheaded the implementation of Agiloft Contract Life cycle management CLM for streamlining contract processes.
- Managed permission and access across multiple teams and groups.
- Identify defects and gaps after each sprint or major activity for productivity improvement.

System Engineer [September 2019 - January 2021]

- Designed and implemented websites for clients using Drupal modules and themes.
- Resolve support tickets by implementing modifications as per the customer requirement.
- Identified opportunities for cost reduction through the adoption of data-driven digital technologies, driving business value for clients.

Skills & Tools:

Business Analysis | Management consulting | Strategy consulting | Tableau | Gap Analysis | Agile Methodology | Requirement Gathering | Customer Requirements | Defining Success Matrix | Project Management | Data Analysis & Visualization | Market Research | User Stories | Stakeholder Management | Presentation & Documentation | Excel | Power Point | Word |

Education:

- **MBA (PGPM)** - Great Lakes Institute of Management, Chennai - GPA: 3.29 – (June 2021 – May 2022)
- **BE (IT)** - Mediacaps Institute of Technology & Management, Indore - GPA: 80.3% - (Aug 2015 - May 2019)
- **HSC (CBSE)** - New Digamber Public School, Indore - Percentage: 81.2% - (April 2014 – May 2015)

Certifications:

- Business Analysis Fundamentals – ECBA, CCBA, CBAP endorsed by Udemy.
- Generative AI for Beginners endorsed by Udemy.
- Strategy Consulting VEP by Accenture.

Achievements:

- Received appreciation (2 spot awards & 1 special Initiative award) from Project Manager for outstanding performance.
- Successfully implemented scary house event at various colleges in Indore during cultural events.