Manish Talreja

Career Objective
Experienced Management professional with over 4 plus years of experience in driving 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.

Profile Summary
- **In-depth knowledge of SDLC in various phases (Waterfall & Agile).**
- **Proficient in Waterfall Model: Gathered requirements using Elicitation Techniques and prepared BRD, FRD, SRS, RACI Matrix, BCD, UML diagrams, Prototypes, and Requirement Traceability Matrix (RTM). Well-versed in UAT and handling Change Requests.**
- **Expert in Agile Scrum: Created User Stories and added Acceptance Criteria, BV & CP, Sprint & Product Backlogs. Conducted various Sprint Meetings and ensured DOR and DOD checklists.**
- **Cultivated strong customer relationships with stakeholders to understand enterprise goals and provide the best solutions.**

Work Experience
Consultant (June 2022 – Present)
- **Driving innovation with TCS Co-Innovation Network (COIN) by leveraging AI, IoT, and Blockchain to co-develop solutions with startups and industry leaders.**
- **Analyzing Cloud Cost Optimization, RPA, and AML processes to enhance efficiency and business growth.**
- **Mapped client needs to startup solutions via JIRA & ServiceNow, securing $10M+ integration projects and multi-million-dollar licensing revenue.**
- **Developed key project documents (BRD, FRD, status reports) and conducted workshops, demos, and gap analyses to optimize business processes.**
- **Bridged technology and business teams, supporting RFPs, RFIs, and data-driven decision-making.**

Senior System Engineer (March 2021 – June 2021)
- **Led Agiloft CLM implementation, optimizing contract lifecycle management.**
- **Managed user permissions, access controls, and sprint-based process improvements.**

System Engineer (September 2019 – January 2021)
- **Developed Drupal-based websites and resolved customer support tickets.**
- **Implemented cost-saving digital transformation strategies for clients.**

Project Name: COIN AI
Methodology: Agile Methodology
Description: Digitalizing Internal connectivity between various teams within organization with automation to reduce manual processing time and enhance efficiency in mapping appropriate coin partner as per customer requirement.
Roles and Responsibilities
- **Interacted with Business Heads and gathered requirements using various Elicitation Techniques.**
- **Created User Stories with Acceptance Criteria with the Product Owner and added them to JIRA.**
- **Prioritized requirements using MoSCoW & FURPS techniques, added them to the Product Backlog, and organized them based on prioritization order.**
- **Collaborated with Product Owner & Scrum Master for BV & CP and assisted in the creation of DOR and DOD checklists.**
- **Participated in Sprint Planning, Daily Stand-up Meetings, Sprint Reviews, and Sprint Retrospective Meetings.**
- **Generated Sprint Burn Down/Burn Up Charts to track project progress.**
- **Participated in Product Planning & UAT to ensure successful Sprint delivery.**

Core Competencies
- Business Analysis, Planning and Monitoring
- Elicitation and Collaboration
- Requirement Life cycle Management
- Requirement Analysis and Design Definition
- Strategy Analysis
- Stakeholder management
- Project management

Technical Skills
- Documentation Tools: MS Suite
- Prototyping & Wireframe Tools: Axure & Balsamiq
- Modeling Tools: MS Visio, Draw.io
- Database: SQL
- Project Management Tool: JIRA
- Reporting Tools: Power BI & Tableau

Education
- PGPM, MBA (Marketing & Analytics) – Great Lakes Institute of Management, Chennai (2022)
- BE (Information Technology) – Medicaps Institute of Technology & Management, Indore (2019)

Certifications
- Business Analysis Fundamentals -ECBA, CCBA, CBAP
- Generative AI for Beginners
- Strategy Consulting VEP by Accenture

Awards & Recognition
- 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.

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