Sudhanshu Singh

Business Systems Analyst

Summary

* A meticulous, detail-oriented and conscientious self-starter with close to 6 years of corporate experience in a variety of roles in the IT industry. Extensive experience in business requirement elicitation, business analysis and reporting while working with Multinational clients as an IT consultant.
* Well versed with Project execution from resource planning to product delivery with first-hand experience of entire Software Development Life Cycle (SDLC) including analysis, design, development, testing and deployment using different methodologies such and Waterfall, Rapid Application Development(RAD), Iterative implementation and Agile.
* In-depth experience of requirement gathering and reporting using Use cases (UML), Business Requirement Documents (BRD), FRD, Functional specifications, System Requirement Specification documents (SRS). Conducted multiple brainstorming sessions with stakeholders to bring out functional requirements. Created mind maps from information gleaned and led the system design.
* Keen interest in financial planning with experience in conducting feasibility analysis, designing and implementing budgeting controls and improving P&L supplemented by in depth knowledge of accounting principles and financial reporting.
* Level-headed with the ability to perform well in high pressure situations. An effective leader, skilled at managing expectations, aligning individual goals with project and organizational objectives and enlisting the support of the team to stay motivated and focused.
* Excellent written and oral communication skills. Primary author of reports for senior management as team lead. Regularly facilitated brainstorming sessions with stakeholders, conducted functional training sessions for end users and technical training sessions for team members.
* Outstanding ability to cultivate professional relationships to assist with project execution.

***Technical Proficiency***

*Proficient with following tools and technologies:*

* Data analysis/BI - SQL server including SSAS, SSDS and SSRS, Power BI, SaaS, ORACLE, SAP
* Project management - MS Office (Word, Excel, PowerPoint, Project.), Agile, Scrum
* Software development - MS Visual Studio, ASP.Net, C#, JavaScript,, JQuery , Silverlight, CSS, HTML 5, CruiseControl.net, UML

experience

**Equatorial Equity Capital Partners Annapolis MD**

***Business Analyst* *Feb 2016 –May2016***

*Member of team tasked with market research and data analysis, building customer relationships and assembling pro forma financial statements to create an investment memorandum for proposed business development program in Africa.*

* Responsible for gathering data and providing business intelligence specifically related to market research, product pricing, revenue forecasting and business development budget, to be used in creating investment memorandum for raising financing for proposed projects.
* Conducted risk analysis specifically identifying country risk, currency risk, political risk and war and terrorism risk and coming up with Value at risk numbers (VAR) and mitigation strategy. Also deduced expected return for investors commensurate with risk to be used in valuation and investment memorandum.
* Tasked with building customer relationships in order to design and secure purchase agreements for the product to help with revenue estimation and forecasting.
* Researched and consulted on Engineering life cycle processes and products like supply chain management deployment and CRM product cycles.
* Encapsulated project requirements and scope clearly through Business Requirement Document and Functional Specification Document for the proposed business opportunity.

***Technologies Used:*** Office (Word, Excel, PowerPoint, Project, SQL Server, CRM products.)

**Granahan McCourt Capital LLC Arlington VA**

***Consultant* *Sep 2015 –Mar2016***

*Consulted on Financial and Business development for US based private equity firm as part of MBA curriculum. Authored documentation and created financial models for proposed production facility in Saudi Arabia.*

* Conducting feasibility analysis to support business decisions involving production facility setup, sourcing inputs and revenue generation.
* Analyzed business opportunity to forecast revenue generation and costs to generate pro forma statements for proposed facility.
* Identified potential sponsors and investors such as SIDF and authored reports and presentations for their consumption.
* Set up Business Intelligence environment for strategic and financial projections.
* Consolidated and clarified specifications and scope of project by creating a detailed BRD after brainstorming with client Business analysts and end users.

***Technologies Used:*** Office (Word, Excel, PowerPoint, Project, SQL Server, Business Intelligence, SSRS.)

**McDonough School of Business Washington D.C.**

***Research Assistant – Computational Business Modeling* *Jun 2015 –Dec2015***

*Assisted Georgetown University’s MBA department professors of statistics and operations management in researching and modelling use of small data and business intelligence in business to create forecasting models and case studies for academic and research purposes.*

* Responsible for gathering information on latest tools and techniques being used for small data analysis by businesses in the US by industry and charting the reliability and accuracy of various techniques. Using techniques to create forecast models for industries and refining them based on new information.
* Responsible for creating case studies for academic consumption based on market research.
* Supported professors with academics related tasks such as creating reports, grading, etc.

***Technologies Used:*** Office (Word, Excel, PowerPoint.), MiniTab, SQL Server, SaaS, PowerBI

**Wipro Technology** **Bengaluru, Karnataka, India**

***Summary***

*Led the development of proprietary software as a technical consultant by analysing and consolidating business requirements, identifying and remedying roadblocks, creating road maps for project delivery including resource planning and Work Breakdown Structure, process optimization and conducting training sessions.*

***Team Leader******Jan 2012 –April 2014***

Project: Project Work Bench Solution (PWBS)

##### PWBS was designed to incorporate tighter budget based controls in projects, implementation of agreed standard organization structure for projects and programs, standard cost based project P&L and other process improvements aimed at lower cost of project delivery and real time tracking of project profitability.

* Led and mentored team of four engineers for entire Software Development Lifecycle (SDLC) of different modules of PWBS using Agile software development processes.
* Presented performance reviews and status reports to senior management and clients. Organized and facilitated several brainstorming and requirement gathering sessions with stakeholders and end users. Authored project documentation (Work Breakdown Structure, Resource mapping, Business requirement documents, System requirement Documents and System Design documents, etc.)
* Served as Management’s primary author and presenter of reports focused on novel structured systems to design project roadmaps and improve cost estimates for internal and external consumption.
* Developed and Implemented mitigation/contingency plans for technology related risks and served as cyber security point person for firm’s talent fulfillment (HR) and finance teams.
* Performed detailed analyses to optimize software system performance and reduced total process time by 96%.
* Conducted online training sessions for several end user teams comprising more than 200 senior delivery managers.

***Technologies Used:*** Office (Word, Excel, PowerPoint, Project.), Agile, Scrum, SQL Server, Oracle, SAP, JQuery, JavaScript, MS Visual Studio, ASP.Net, C#, HTML5, CSS

***Software Engineer******Jun2010 – Dec2011***

##### Project: Compaz

##### Compaz is a proprietary tool designed to automate insurance processes allowing global access to underwriting information and combining complete end to end deal flow into one single web application.

* Formalized System requirement specification documentation after consulting with client Business analysts.
* Authored system design documents, test cases and validation reports for exposure related modules of the insurance software.
* Integrated Business analysis along with data analysis and reporting using SQL Server into the web application for providing online access to real time information.
* Achieved automation of backup, deployment and upgrades procedures as core team member
* Established specialized client-side validation work framework used across firm projects to enhance labor efficiency by 20%.
* Orchestrated management of insurance processes’ web application by automatizing feature and functional test specifications to swiftly remedy technical obstacles and maintain on time delivery for U.K and Switzerland teams.
* Underwent intensive training in and adhered to quality processes like CMMI – 5.

***Technologies Used:*** Office (Word, Excel, PowerPoint.),Iterative Implementation, RAD, SQL Server, SSAS, SSRS, SSDS JQuery, JavaScript, MS Visual Studio, ASP.Net, C#, CruiseControl.Net, CSS

distinctions

**Achievement:** Among top 50 best performing recruits out of 5000 in 2010 and awarded 20% company bonus.

Achieved excellent performance appraisal ratings and awarded yearly bonuses throughout my career.

education

Georgetown University, McDonough School of Business Washington, DC

Master of Business Administration *June 2016*

* GMAT 740, CAT 98.3 (percentile)
* Relevant Coursework: Business Forecasting, Computation Based Decision support, Analytical Problem Solving, Project Management.
* Member of Finance Club, Georgetown Investment Fund and South Asian Business Association

Guru Gobind Singh Indraprastha University, ASET New Delhi, India

**Bachelor of Technology, Computer Science and Engineering** ***June 2010***

* 2010 Inter-University Tech Innovation Competition: 1st Prize.