

# AKSHITA KANCHARLA

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## SUMMARY

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I am an engineering graduate with 1.5 years of experience with a solid and notable background in business operations and project management. My consistent track record of successfully delivering projects on time at startup initiatives, combined with my effective team leadership and strategic planning skills, make me a substantially valuable and beneficial asset. I bring a passion for continuous learning.

## EXPERIENCE

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### Incubation Lead, Sathak Innovation and Incubation Foundation

May 2023 - Sep 2024

- Strategized and led 10+ systematic mega events like Startup Maanadu, secured entry visit to top incubation centers and companies and resulting in a 35% increase in participant engagement and facilitating a buyer-seller meet that connected 20+ businesses, leading to a 15% growth in business transactions.
- Collaborated with vendors, managed budgets, and provided on-site event support for smoother operations and developed event materials, coordinating with management to manage large-scale events.
- Analyzed and developed incubation strategies that led to a 25% growth in startup success rates and facilitated 15+ workshops, enhancing skill development for over 300 participants.

### Finance Manager, Quazr Motors

Jan 2022 - May 2023

- Managed company finances with 100% transaction accuracy and 10% fewer discrepancies.
- Researched startup finance, led 20+ meetings, improving event collaboration and financial reporting by 15%.

## EDUCATION

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### BE. Mechatronics Engineering

Apr 2019 - Apr 2023

Chennai Institute of Technology; CGPA: 8.62

Anna University, Chennai, India

Courses: Robotics & Automation, Programming, CAD/CAM, Control Systems, Manufacturing Processes, TQM

## PROJECTS - BUSINESS ANALYSIS

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- **Axis Bank Student Savings Scheme Analysis:** (Dec 2024)

A digital savings product for minors, utilized roadmap to understand the user flow inside the competitor's app, captured pain points, developed user stories, intent and explored to come up with solutions to them, designed BRD FRD frameworks, ensured regulatory safety using waterfall model.

- **Amigo Internal App for Branch Users:** (Jan 2025)

Analyzed the existing manual process using process flow diagrams, and product discovery, identified bottlenecks, mapped user pain points, and designed a streamlined workflow. Developed wireframes using Balsamiq Cloud, integrating real-time KYC verification and compliance checks.

- **Finsapfia Admin Dashboard Enhancement:** (Feb 2025)

Made wireframes using balsamiq cloud, took place API Testing using Postman, identified KPI's for better decision-making, detailed upon user stories and designed interactive visualizations. Developed FRD with specific know-how's on integrating multiple data sources, while improving insights.

## SKILLS SUMMARY

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- **Industry Knowledge** - Requirement Gathering | UCD & Wireframing | API Testing | BRD | FRD | SRS | RTM | User Stories | Process Modelling | UML & Data Flow Modelling | Gap Analysis | Risk Assessment | Change Management
- **Tools & Technologies** - MS Office | Google Suite | Jira | Confluence | Post Man | Visual Paradigm | Balsamiq Cloud
- **Software Tools** - SQL | Python | Tableau | Power BI | Excel
- **Leadership Skills** - Product Management | Mentorship | Partnerships | Delegation | Decision Making | Strategy