

Abhishek Billore

Email: abhishekbillore.imtn@gmail.com

Mob: +91 9075469779

Location: Pune

Objective:

To obtain a challenging position as Business Analyst that would increase business productivity of the organization & in turn enhance my skills & competency

Professional Snapshot:

- ❖ **Around 5 years** of strong work experience in Insurance & Finance industry. Have comprehensive knowledge of **SDLC** – Software Development, Project Planning & Execution, Implementation, Design, Requirement gathering, Client Service, Reporting & Documentation & Project Analysis
- ❖ **Domain experience:** Insurance, Banking
- ❖ Experience in Giving **Product Demo** to the customers and clients
- ❖ Worked as the effective link between the customer & the organization to ensure maximum profitability for the organization
- ❖ Maintain an up-to-date documentation and understanding about the overall account application landscape - from functional, systems and technology perspective
- ❖ Possess strong project coordination skills & Client Interaction skills
- ❖ Ensuring timely delivery of projects through proper planning, scheduling, and execution

Core Competence/ Skills

- | | |
|----------------------------------|-----------------------------------|
| ❖ Project Management | ❖ Data Analysis |
| ❖ AGILE / Scrum | ❖ Training & Development |
| ❖ Management & Leadership Skills | ❖ Stakeholder / Client Management |
| ❖ Business Analytics | ❖ Team Handling Skills |

Professional Experience:

TATA- AIA Life, Pune, Manager / Senior BA, Dec 2021 – Till Date

- Requirement gathering for execution of module creation techniques which helped YES bank to streamline the internal processes and helped in designing an integrated CRM system “My CONNECT”
- Interfaced between client's Business & Technology stakeholders and TATA Architecture
- Responsible for defining the scope and setting up the Backlog and release plan
- Mentored team on how to use JIRA tool and Agile methodologies
- Initiated various process improvement activities for an existing processes to improve user's experience
- Involved in all the Sprint ceremonies, Sprint Planning, Sprint Demo's and Retrospective meetings
- Accountable for delivering the service in accordance with contractual scope, and target levels
- Proactively involved conducting Demos to client
- Assisting the end users in User Acceptance Testing

Max Life Insurance, Pune, Manager, July 2019 – Dec 2021

- Managing a team of over 10 Financial Sales Manager and driving business across multiple segments within the Banca-assurance channel of IndusInd Bank
- Planning and developing marketing campaigns and strategies with Bank partner to ensure key performance indicators are achieved
- Managing and planning various campaign launches to boost periodic Reward and Recognition programs
- Responsible for preparing Business requirement documents and checklists
- Responsible for preparing daily/weekly transition documents, plans for offshore team
- Application testing and suggesting improvements

ICICI Prudential Life Insurance, Pune, Manager, May 2017- July 2019

- Responsible for driving business through Standard Chartered Bank, Pune and ICICI Bank Wealth Management, Pune.
- Customer acquisition and Relationship Management of existing clients through service delivery.
- Data analysis and presentation to the senior leadership to facilitate business direction and strategy.
- Day to day monitoring and training (products and processes) of team and channel partner.

Qualification:

2017	Institute of Management Technology, Nagpur PGDM (Marketing & Finance)
2006	Technocrats Institute of Technology, RGPV Bachelor of Engineering (IT)
2010, 2004	MPBSE , CBSE Class X and Class XII

Certification & Training:

Completed **ECBA** Certification training in **Business Analysis** (For ECBA®) from Techcanvass, Mumbai - accredited, approved and recognized as a training organization and partner by **IIBA**

References:

Can be provided on request