

**Opportunities for BA,BC&BD**

Dear Associate,

Please look at the exciting opportunities available for (BA, BC&BD).

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| **City** | **CCA Role** | **Skillset** | **Grade** | **SO Line Item** | **POC** |
| **Kolkata** | **BC** | * Location Europe based Provide Project Management for Hotel POS deployment and product enhancement projects * Ensure the successful completion of projects while meeting quality, scope, time and budget goals * Manage backlog of action items to ensure project teams complete all agreed tasks and requirements * Ensure new processes are developed, education materials and adoption through BAU state of project * Work with business users and other assigned associates to gather and document business requirements, analyze, design, develop and implement user friendly solutions (e.g., processes, reports, applications, training material, etc.) for Associates (operations, client management, and GSR) * Actively work with peers, management, and tech to remove impediments to progress   Prepare, maintain, and present project plans and metrics to team(s) and senior management when required Continuously improve upon and provide Project Management standards, methodologies, and best practices | **M** | **2973589-1** | **Suji (442055)** |
| **Chennai** | **BA** | * Create functional specifications and non-functional requirements; provide support to design, development and testing to ensure alignment with requirements throughout the development life cycle; collaborate with development team for defect management WITH the objective to maintain the integrity of the application and facilitate the development process WITHIN the business requirements. * Requirements: - Work with the business and technical / system stakeholder to understand the underlying technologies and systems; conduct a system analysis by reviewing criticality of modules, data strength, new system or enhancement through meetings, brain storming meetings etc.; - Partner with relevant teams to prepare functional and non-functional requirement specifications document; for system enhancements- analyze and document impact of changes on the current system; scope the test data characteristics; - Seek approval on requirements documentation; - participate in walk-through meetings as required. * Design and Development: - Post finalization of architecture and design, conduct briefing sessions with development and technology team to share requirements and relevant documents; resolve any queries; - Provide support by reviewing design deliverables / outputs to ensure alignment with specifications; * Deployment: - Interact with stakeholders to sign off on the same; - Monitor application and in case of any discrepancy work with the development team to resolve the same. * Change Management: - Analyze potential impact of any change in scope; identify dependencies; - Inform relevant teams about the impact on the application if any; provide necessary details for the Manager to initiate the change request; - Pass on the same to Architect / Technical lead for HLD update, if change is approved. * Complete understanding of SDLC life cycle * Proficient in MS Word, Excel, Visio, MS Project, and PowerPoint, Knowledge of SharePoint, Portals etc. * Prior Experience & tool knowledge; process and Project management | **A/SA** | **2968560-1** | **Gayathri**  **(358170)** |
| **Bangalore, Hyderabad, Kolkata, Coimbatore, Chennai** | **BD** | * Overall IT experience of 8+ years  (Experience in Testing would be beneficial) * 5+ years of Experience in Business Development – Responding to RFPs/RFIs, Anchoring QA solution War Rooms/Workshops, Anchoring client visits * Drive proposal response for RFX (RFP/RFI/RFQ) * Drive solution workshops & anchor solution development and articulation based on the scope and problem statement from a QA standpoint * Develop solutions in transformation deals working with broader ecosystem and effectively articulating the QA value proposition/differentiators * Single Point of Contact for all activities forming part of a typical pursuit process - plan for and schedule Solution Storyboarding sessions, Leadership reviews, Client Orals, etc. * Support Practice Growth & Derive Go to Market Strategy * Support account/delivery teams in account mining activities and proactive pursuits * Drive knowledge management activities by creating case studies of existing engagements, reusable standardized collaterals, etc. and ensure pre-sales artefacts are up to date * Perform market research, capture trends, strategic insights and arrive at inferences for informed decision making * Collaborate with the leadership in devising and supporting expansion across geographies * Create marketing collaterals such as Flyers, Brochures, Mailers, CFDs etc. * Manage client visits | **SA/M** | **2963552-1** | **Gayathri**  **(358170)** |