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Darshan GM ⭐ Featured

| | Darshan GM |

14+ years across multiple industries (Aerospace, Commodity Trading, Capital Markets, Bank & Food) & Business Analyst. MBA from Manipal University. Diverse functional experience across Project Management, Business Analysis, Operations & Client Relationship.

Current Designation: Senior Business Analyst

Current Company: Honeywell Technology Solutions Lab Pvt Ltd

Current Location: Bengaluru / Bangalore

Pref. Location: Bengaluru / Bangalore, Chennai, Hyderabad

Functional Area: IT Software - Application Programming / Maintenance

Role: Business Analyst

Industry: IT-Software/Software Services

Marital Status: Married

Total Experience: 14 Year(s) 0 Month(s)

Notice Period: 15 Days or less

Highest Degree: MBA/PGDM [Finance]

Key Skills: BA Planning, Requirement Management, Progress tracking Reporting, Excellent Verbal, Oral & Written Communication skills, Experience with six sigma, Ability to work independently and organize workload, Proven ability to work with all level off management

Verified : 📞 Phone Number | Email - id

Last Active: 21-Jan-21   Last Modified: 21-Jan-21

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Summary

Enterprising professional with 14.8 years of experience in Business Analysis, Data Analysis and Project Management
Exposure in requirement gathering, business process enhancement and ensuring the alignment in coordination with the Development Team
Coordinated the documentation of business requirements and scoping of requirements across multiple business functional areas
Developed innovative business solutions to improve revenue, quality and product performance and reduce cost by leveraging combination of Domain Knowledge, Data Science & Data Engineering Skills
Acquired fair quantitative skills to manage large sets of data with capabilities to process, analyse and report data to the management
Exposure of Software Development Lifecycle and IT Project Management & Execution
Expertise in understanding business and improving process by conducting effective primary and secondary research for developing and implementing new plans by recognizing gaps in the process
Rich project management exp

Work Experience

🔘 **Honeywell Technology Solutions Lab Pvt Ltd** as Senior Business Analyst
Jan 2014 to Till Date

🔘 **Honeywell Technology Solutions Lab Pvt Ltd** as Senior Business Analyst
Jan 2014 to Jul 2020

Spearheaded Verification and Validation team data services development projects
Advised Aero Leadership team with business and operations metrics
Performed tasks central to Program progress, including scheduling, budgeting & resource management
Assess variance of critical parameters in financial yield, census, discretionary spend OPEX, CAPEX, milestones and manpower allocation
Monitor and report verification and validation team weekly progress, notify management in case of risks and mitigations and aggressively drive to remove blockers
Lead monthly program management and Business Operation reviews for 7 productlines to identify challenges and resolve software development issues
Assist in conducting research, resolve issues regarding the integrity of data flow with help of Tableau dashboard
Relentlessly focused on removing impediments from teams and delivered customer centric products and features

Noteworthy Accomplishments

Noteworthy Accomplishments
Enabled 7.5% YOY ($30M) productivity savings for verification & validation team
Developed innovative business solutions to improve revenue, quality and product performance and reduce cost by leveraging combination of domain knowledge, data science & data engineering which lead to a savings of $500K OPEX reduction
Transitioned Wave 2 Verification and Validation team from US to India

- **Eka Software Solutions** as Business Consultant
Aug 2012 to Jan 2014

Drafted multiple documents to map the business requirements and clients requirements; initiated the testing in coordination with the software team post development
Gained exposure on CTRM Domain Commodity Trading & Risk Management Solution
Coordinated with multiple teams including Product Management Team, Marketing Team and Pre-Sales Team
Assisted in demand generation operations like tradeshows, company events or customer workshops

- **Kotak Commodity Services** as Client Relationship Manager
Apr 2011 to Jul 2012

Analysed and implemented business development strategies while maintaining client relationships
Assisted in managing the portfolios of corporate accounts and sourcing potential Institutions & HNIs for hedging, trading
& arbitrage

- **Nakoda Dairy** as Business Manager
Apr 2010 to Dec 2010

Assisted in analyzing and implementing the business plans to attain the business growth
Initiated the negotiations and assisted in closure of the transactions
Attending trade shows and presenting the products
Marketing & Sales of Dairy Products Pan India

- **Kotak Commodity Services** as Deputy Manager - Client Acquisition
Apr 2007 to Mar 2010

Analysed and implemented business development strategies while maintaining client relationships
Assisted in managing the portfolios of corporate accounts and sourcing potential Institutions & HNIs for hedging, trading
& arbitrage
Expanding Franchisee Business
Managing corporate Accounts
Trading in Derivatives Market (Commodity Futures)

- **Honeywell Technology Solutions** as Credit Analyst
May 2004 to Apr 2005

*   Managing Collection forecast of the business & identifying risk & opportunities.
*   Analyzed financial data to identify relationship between operations and payment trends

- **IBM** as Credit & Collections Agent
Aug 2003 to May 2004

*   Analyze and implement the most appropriate action for every customer at each step of the collection's lifecycle, from first default to either successful collection or write-off/sale.
*   Accounts receivable payment and trend analysis presentation to management committee to recommend strategic plans to increase revenue

Education

UG: **B.Com (Commerce)** from **Shri Bhagawan Mahaveer Jain College, Bangalore** in **2003**

PG: **MBA/PGDM (Finance)** from **Manipal University** in **2007**

Other Qualifications/Certifications/Programs:
Finance Acument Training
Certified Scrum Product Owner® (CSPO®)
Project Managemengt Essentials

IT Skills

Skill Name	Version	Last Used	Experience
MS OFFICE		0	0 Year(s) 0 Month(s)
JIRA		0	0 Year(s) 0 Month(s)
Sharepoint administration		0	0 Year(s) 0 Month(s)
TABLEAU		0	0 Year(s) 0 Month(s)
SAP		0	0 Year(s) 0 Month(s)
CTRM		0	0 Year(s) 0 Month(s)
SDLC Life Cycle,		2020	4 Year(s) 0 Month(s)
BUSINESS ANALYSIS		2020	5 Year(s) 0 Month(s)

Languages Known

Language	Proficiency	Read	Write	Speak
English	Expert	✔	✔	✔
Hindi	Beginner			✔
Kannada	Expert	✔	✔	✔

Projects

● Project Title: Study of Organizational Structure
Client: Hero Honda Care
Nature of Employment: Part Time   Duration: Mar 2006 - Jun 2006
Project Location: Manipal   Onsite / Offsite: Offsite
Skill Used: Business Analysis
Project Details: The Study involved analyzing the complexity and formalization in the organization and the various factors that affect the effective functioning of the organization.

Affirmative Action

Category: General

Physically Challenged: No

Work Authorization

Countries: India

Job Type: Permanent / Temporary

Employment Status: Full time