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Nitesh Rahate ⭐ Featured

Nitesh Rahate

Immediate Joiner - Business Analyst - I.T. | Product Owner | New Product
Development | Stakeholder Management | Product Management | Agile - Scrum |
Green Field Projects

Current Location: Hyderabad / Secunderabad

Pref. Location: Hyderabad

Functional Area: IT Software - Application Programming / Maintenance

Role: Business Analyst

Industry: IT-Software/Software Services

Total Experience: 13 Year(s) 0 Month(s)

Highest Degree: MBA/PGDM [International Business]

Key Skills: business analysis,new product development,key account management,client relationship management,marketing,business development,product management,risk management,user stories,agile,scrum,power bi,tableau,team handling,Six Sigma Green Belt

Verified : 📞 Phone Number | Email - id

Last Active: 19-Jan-21   Last Modified: 19-Jan-21

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Summary

A Market focused MBA in International Business, Certified Business Analyst and Agile (Scrum) Product Owner with 12+ years of experience in the field of Business Analysis, New Product Development, Key Account Management, Client Relationship Management, Marketing and Business Development. Seeking challenging career in areas of Business Analysis & Product/ Project Management to use my skills effectively which leads to the ultimate growth of organization and at the same time enhancing my knowledge and professional growth as well.

Work Experience

◉ **Agility E-Services Ltd.** as Business Analyst - I.T.
Jul 2017 to Sep 2020

Elicit requirements using elicitation techniques such as Interviewing the Subject Matter Experts, Users, Document Analysis published by regulatory authorities and existing ones, Brainstorming, JAD sessions, Workshops, Interface Analysis, Benchmarking, Prototyping and Market Analysis etc.
Prepare BRD (Business Requirement Document), FRD (Functional Requirement Document), SDS (System Design Specification) and mock up screens/wireframes/ prototypes.
Collaborate with stakeholders and product teams to decompose Epics into Features and User Stories that can be understood and approved by key stakeholders and development team.
Create, Maintain, and Own the Product Backlog.
Write Use Cases, Epics, User Stories, System Validations, Manage and Prioritize Product Backlog according to the business value and stakeholder input.
Actively participate in Sprint Planning, Product Backlog Refinement, Sprint Review and Retrospective meetings.
Test the developed functionalities and report the bugs, and handle/ accommodate any Change Request.
Participated in the project sessions and workshops conducted onsite (Egypt, Malaysia and Kuwait).

◉ **Homeneeds Inc.** as Business Analyst -Supply Chain & Retail
Feb 2015 to Jun 2017

Created project plans in accordance with project management framework standards and procedures. Identified ongoing issues and gaps within project plans, in order to eliminate implementation issues.
Elicited and analyzed project requirements and documented in Business Requirement Document (BRD), Functional Requirement (FRD) and System Requirement Specification documents (SRS).
Worked with the development team to design the workflows and wire frames for the whole process from product search, checkout, payments, refunds, discrepancy and delivery.
Continuously Managed, Groomed the product backlog items.
Designed and developed Use Cases and Business Process Models to detailed level appropriate for technical analysis and system design. Executed SQL queries to extract data and make reports.
Managed multiple vendors' w.r.t. procurement, inventory management and logistics operations.
Improved legacy processes to attain cost and time benefits and saved ~ $75000 in a year.
Warehouse & Inventory and Order Management.

◉ **Witt Company -Kyocera Document Solutions America** as Account Manager
Nov 2014 to Feb 2015

Developed the business/ sales in the eastern region of the Washington state by acquiring new corporate clients.
Documented requirements from the clients and negotiated the commercial terms.

Marketed the Products and Solutions of Kyocera Corporation to new and existing clients.

Sharp Business Systems India as Major Accounts Manager
Mar 2013 to Feb 2014

Acted as liaison between clients and management for business executions.
Acquired and Handled Major Corporate Accounts.
Primarily responsible for sales of Multifunction High End Printers & Copiers and solutions, Digital Signage Solutions, Information Display Panels (Monitors), and Air Purifiers.
Elicited requirements from clients through Brainstorming, Interviewing the stakeholders, JAD sessions, Business Requirement Document and Functional Requirement Document.
Created Use cases, and developed detailed Use Case and Sequence diagrams.
Prepared and responded to RFPs (Request for Proposals).
Analyzed client's requirement and develop customized solution to meet client needs and expectations.
Prepared Survey Performance reports, T.C.O. (Total cost of Ownership) and Cost Benefit analysis for clients.

Ricoh India Ltd as Senior Territory Manager
Sep 2011 to Dec 2012

Handled Global Major Accounts and acquired new clients.
Elicited requirements from clients, designed and proposed the solutions.
Documented functional and non-functional specifications.
Managed and coordinated with the Virtual Team of account managers Off-shore and On-site.

Education

UG: **BCA (Computers)** from **Barkatullah University, India** in **2003**

PG: **MBA/PGDM (International Business)** from **Institute of International Business and Research, India** in **2006**

Other Qualifications/Certifications/Programs:
Certificate in Business Analysis
Scrum Fundamentals Certification
Learning Digital Business Analysis
Change Management for Projects
Agile Product Owner
Scrum Advanced
Six Sigma Green Belt

IT Skills

Skill Name	Version	Last Used	Experience
BUSINESS ANALYSIS		2020	9 Year(s) 0 Month(s)
PROTOTYPE		2020	8 Year(s) 0 Month(s)
WIREFRAMING		2020	8 Year(s) 0 Month(s)
UML		2020	8 Year(s) 0 Month(s)
Power BI		2020	3 Year(s) 0 Month(s)
TABLEAU		2020	1 Year(s) 0 Month(s)
VLOOKUP		2020	5 Year(s) 0 Month(s)
Agile Methodology		2020	8 Year(s) 0 Month(s)
New product Development		2020	8 Year(s) 0 Month(s)
Green Field Projects		2020	7 Year(s) 0 Month(s)

Languages Known

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

Projects

Project Title: Suez Canal Special Economic Zone Authority - Egypt
Client: Suez Canal Authority
Nature of Employment: Full Time   Duration: Jul 2019 - Till Date
                                                   Onsite / Offsite: Offsite
Project Details: End to End solution development for the Suez Canal Authority. This project deals with Import, Export, Transit and Transshipment activities in the SEZ.

Project Title: Risk Management System - Green Field Project
Client: Royal Malaysian Customs Department and more
Nature of Employment: Full Time   Duration: Nov 2017 - Mar 2020

Project Details: Risk Management System is a highly intelligent and sophisticated product/ application which Defines, Identifies, Analyse, Prioritize, Selects and Targets the probable risk associated with any Declaration of Goods (Consignment), People and Conveyance based on the defined parameters like Frequency & Impacts, Traders, Country, and Commodities etc. and computes the risk magnitude. This empowers the Customs and Border agencies of any country to control the impact of the risk under running traffic of passengers, conveyance and cargo. It also provides statistical analysis of the trends based on which risks can be further analysed and calibrated with new parameters using various methods like Predictive and Outlier analysis, 3600 Profiles of Entities etc. with Business & Artificial Intelligence and Machine Learning capabilities comprised. RMS offers ~25 business intelligence reports and can segregate compliance categories for Importers/ Exporters, Commodities and Countries.

- Project Title: Value Added Tax - Green Field Project
  Client: GCC Countries
  Nature of Employment: Full Time

  Duration: Sep 2017 - Apr 2020
  Onsite / Offsite: **Offsite**

  Project Details: The Value Added Tax product/ application enables any legitimate business to furnish VAT related transactions such as Registration, Add and Remove Subsidiaries, File VAT Returns, Make Payments, Make Legal Appeals, Check Status of Requests etc.
  This also empowers the VAT Administration to monitor and regulate VAT transactions through Risk Identification, Manage Tariffs & Exemptions, Enforcement, VAT audits and VAT Returns Assessments. It also provides MIS Reports based on various industry parameters like Operational Risks, Sector, Business Category, Revenue, Performance etc.

- Project Title: Store Order Management System
  Client: Homeneeds Inc.
  Nature of Employment: Full Time

  Duration: Oct 2015 - Nov 2016
  Onsite / Offsite: **Offsite**

  Project Details: This application analyses the order sent from the retail stores the centralized location. The centralized location fulfills the order based on the inventory in hand and the consumption rate for the particular store.

- Project Title: Inventory Management System
  Client: Homeneeds Inc.
  Nature of Employment: Full Time

  Duration: Jul 2015 - Mar 2016
  Onsite / Offsite: **Offsite**

  Project Details: This is the internal product to have the track of the inventory so as to save on the wastage and essentially save the cost. This enables the organization to make better decisions which ultimately contributes to profit making.

- Project Title: Vendor Order Management System
  Client: Homeneeds Inc.
  Nature of Employment: Full Time

  Duration: Jul 2015 - Mar 2017
  Onsite / Offsite: **Offsite**

  Project Details: This is a smart product/ application which suggests/ places the procurement order to the vendors. This application automatically checks the inventory and provides the insights / places the order with the respective vendor.

- Project Title: Digital Signage Solution
  Client: Adama India
  Nature of Employment: Full Time

  Duration: Oct 2013 - Feb 2014
  Onsite / Offsite: **Offsite**

  Project Details: The project comprises of installing Sharp digital display solutions through out India at approx 1100 dealers location for Adama India. The centralized location would push the relevant data based on the location and the language preferences to all the location.

- Project Title: Document Management Solution
  Client: MSN Laboratories
  Nature of Employment: Full Time

  Duration: Sep 2013 - Jan 2014
  Onsite / Offsite: **Offsite**

  Project Details: The idea was to optimize the printing and other document solution requirements for the client at the best cost saving price. The existing systems were suggested to be replaced with state of the art printing solutions specifically customized for the client s need.

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Affirmative Action

Physically Challenged: No

Work Authorization

Job Type: Permanent

Employment Status: Full time

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