

Ragini Singh Thakur

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PROFESSIONAL SUMMARY

Business Analyst with experience in product strategy, financial modeling, and SQL-driven analytics. Skilled in translating business problems into structured requirements and data-backed insights to drive product and operational decisions.

PROFESSIONAL EXPERIENCE

Autum Labs LLP

Business Analyst Intern

Remote

May 2025 – July 2025

- Contributed to end-to-end product analysis for **Authoryx**, translating ambiguous problem statements into structured product requirements, functional specifications, and clear implementation-ready documentation.
- Conducted detailed user research and competitive landscape analysis to define core use cases, pricing assumptions, value propositions, and market differentiation for an OTP-sharing SaaS product.
- Collaborated closely with engineering and design teams to prioritize features, map user journeys, define user flows, and validate scope to enable rapid and focused MVP development.
- Designed the initial **go-to-market and launch strategy**, outlining target user segments, onboarding experience, adoption funnels, and early success metrics to guide product rollout.

Baefers | Raajuji FMCG

Business & Operations Intern

Bhopal, India

May 2024 – July 2024

- Worked on distribution planning for chips and namkeens across local retail channels, tracking product movement, replenishment cycles, and stock availability to support consistent market supply.
- Assisted in inventory management by monitoring raw material and finished goods levels, identifying slow-moving SKUs, and supporting basic demand forecasting to reduce stockouts and excess inventory.
- Analyzed sales and distribution data using spreadsheets to improve inventory turnover, optimize dispatch quantities, and enhance coordination between manufacturing, storage, and last-mile distribution.

PROJECTS

Retail Sales & Operations Analysis

SQL, Excel

- Analyzed a 12-month multi-region retail sales dataset by combining SQL-based data extraction with Excel-driven business reporting to evaluate revenue performance and operational trends.
- Developed SQL queries (JOINS, window functions, RANK, PARTITION BY) to identify top-performing products, repeat customer behaviour, and regional sales patterns.
- Built structured Excel dashboards using Pivot Tables and advanced formulas to track KPIs such as Revenue Growth, Average Order Value, Regional Contribution %, and Product Profitability.
- Performed trend and seasonality analysis to uncover operational inefficiencies and highlight a potential **17% revenue improvement** through optimized inventory allocation across high-performing regions.

EDUCATION

Manipal University Jaipur

B.Sc. (Hons) in Biotechnology

Jaipur, India

2023 – 2026

COURSES & CERTIFICATIONS

- **Complete Data Analyst Bootcamp** – Udemy: SQL (Joins, Window Functions, Aggregations), Excel (Pivot Tables, Scenario & Sensitivity Analysis), Python Fundamentals, Statistics, ETL Fundamentals
- **Agile Project Management** – Google (Coursera): Scrum Framework, Sprint Planning, Backlog Prioritization, Stakeholder Communication, Iterative Development

TECHNICAL SKILLS

Business Analysis: Requirement Gathering & Elicitation, Stakeholder Management, Business Process Mapping, User Stories, BRD/FRD Documentation, UAT Support, Requirements Traceability Matrix (RTM)

Data Analysis: SQL (Joins, Aggregations, Window Functions), Data Cleaning, Exploratory Data Analysis (EDA), KPI Tracking, Root Cause Analysis

Excel & Reporting: Pivot Tables, XLOOKUP/VLOOKUP, Scenario & Sensitivity Analysis, Dashboard Development

Tools: MS Excel, SQL, PowerPoint

Languages: English (Fluent), Hindi (Native), French