

# SHUBHAM SHARMA

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## Work Experience

Technical Business Analyst, Deftsoft Informatics Pvt. Ltd.

July 2025 – Present

- Collaborated with clients to **gather and analyze requirements** for 10+ web and mobile application projects across domains like e-commerce and SaaS, translating needs into clear **functional documentation and Scope of Work**.
- Conducted project **feasibility analysis** and provided accurate estimations on timelines, costs, and resource allocation, supporting **data-driven decision making**.
- Facilitated as a bridge between **stakeholders and technical teams**, ensuring **clear documentation (FRDs, PRDs, proposals, and user stories)**, requirement traceability, and smooth project execution with minimal rework.

Business Analyst, Desire Energy Solutions Pvt. Ltd.

June 2024 – June 2025

- **Product Ownership:** Managed **PMSC** (web-based complaint management platform) and **DMTS** (field operations app), gathering requirements from stakeholders and implementing enhancements.
- **IoT Product Management:** Managed **Aqualogix 1.0 and 2.0**, smart water management systems, including real-time monitoring, remote pump control, and dashboard optimization for active/inactive sites.
- **Product Analysis:** Oversaw **Aqualogix 1.0 & 2.0**, monitoring **2,000+ active sites**; analyzed **critical gaps** in real-time monitoring and remote pump control, implementing **logic-based fixes** that improved **system up time** by 30%.
- **Internal App Development:** Led the development of **Alpha**, a centralized app for internal requests, surveys, issue reporting, and resource access, reducing **manual effort by 20%** across teams.
- **Documentation & Design:** Drafted PRDs, user stories (Confluence), wireframes, and test cases, ensuring alignment with user needs and business goals.

## Education

Arya College of Engineering and IT, Jaipur

2020 – 2024

B.Tech, AI & DS

- CGPA: 9.0 / 10

XII, Jawahar Navodaya Vidyalaya, Hoshiarpur

2019 - 2020

- Percentage : 91%

## Projects

E-commerce Sales Analysis and Database Management

- **Data Extraction and Cleaning:** Extracted sales data from multiple sources (CSV, Excel, SQL), cleaned and transformed it using Python (Pandas) for analysis.
- **Sales Performance Analysis:** Analyzed sales trends, identified top products/regions, and calculated key metrics (revenue, order value, churn).
- **SQL Querying and Reporting:** Wrote SQL queries to retrieve and aggregate sales data for reports and dashboards.
- **Data Visualization:** Created interactive dashboards (Matplotlib, Seaborn) to visualize sales performance and trends.
- **Tools Used:** Python (Pandas, Matplotlib, Seaborn), SQL, Excel.

Pipe Detection System (VPipe)

- **Developed a deep learning model:** Used TensorFlow and Keras to accurately detect pipes in real-time, enhancing safety and efficiency in industrial environments.
- **Implemented convolutional neural networks (CNNs):** To identify pipe structures, achieving 90% accuracy and reducing false positives in detection.
- **Tools Used:** Python, OpenCV, and TensorFlow (backend), HTML and CSS (frontend), Flask (API).

## Certifications

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- Python for Data Analysis & Data Science (IBM)
- SQL (HackerRank)
- RHCSA (RedHat Certified System Administrator)
- MongoDB (Udemy)

## Skills

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- **Business Analysis & Documentation:** Requirement Gathering, SOW, PRDs, FRDs, User Stories, Use Cases, Wireframing, Test Cases, Agile (Scrum, Kanban), Effort & Cost Estimation.
- **Languages:** Python(Pandas, Numpy, Matplotlib, Seaborn, Tensorflow, OpenCV, Classification, Regression, Model Development), SQL, C++.
- **Data Analysis & Visualization:** Power BI, Excel, Jupyter Notebook, Metabase, ETL.
- **Software & Tools:** MS Office Suite, JIRA, Confluence, Figma, Google Workspace.
- **OS & Other:** Windows, Linux.