Srishti Agrawal

Associate Manager

PROFILE SUMMARY

PMP and PMI-ACP certified Project Manager with 4.5 years of experience leading SaaS and digital transformation programs for enterprise clients. Delivered projects with 98% on-time completion, 25-30% velocity gains, and 15% cost savings through structured risk management and Agile execution. Leads global cross-functional teams, aligns stakeholders, and partners with product and engineering to deliver scalable solutions.

EDUCATION

2021
MBA/PGDM
International Management Institute, Bhubaneswar

2019
B.B.A/ B.M.S
Sam Higginbottom University of Agriculture, Technology and Sciences, Allahabad

2015
XIIth
English

WORK EXPERIENCE

Dec 2021 - Present

Associate Manager
NewEra Technology

- Collaborated with top management to define project scope, set key milestones, and implement a delivery tracker, ensuring timely project completion. - Optimized project resource allocation and facilitated training programs, boosting team productivity by 25% through enhanced knowledge management. - Gathered critical business requirements through interviews with 15 clients, delineating project scope that resulted in improved clarity on deliverables; increased positive feedback from stakeholders by more than threefold within the next quarter. - Regulated invoices and budgets ensuring efficient allocation of resources and achieving a 15% reduction in project costs through effective financial oversight and end-to-end project delivery. - Led domain migration efforts, developed project charters, and implemented tracking initiatives, achieving a seamless transition with zero downtime. - Defined and prioritized the product backlog for the Digital Lending solution, increasing development efficiency by 20% during sprint cycles. - Collaborated with scrum teams, business stakeholders, and development divisions to enhance sprint planning processes; removed project impediments and monitored progress resulting in a delivery speed improvement of 20% for key functionalities. - Conducted comprehensive market research and requirement gathering, enhancing competitive positioning and increasing market share by 10%. - Produced functional documentation and Business Requirements Documents (BRDs) for technology solutions, improving clarity and reducing revisions by 40%. - Initiated and directed user stories on Azure Boards, streamlining the development process and increasing sprint completion rates

PERSONAL INFORMATION

✉ **Email**
contact.srishtiagrawal@gmail.com

📞 **Mobile**
(+91) 9861070967

💼 **Total work experience**
4 Years 5 Months

🌐 **Social Link**
https://www.linkedin.com/in/srishtiagrawal97/

KEY SKILLS

Product Engineering

Trello

Proposal Management

Sales Management

Cost Optimization

Stakeholder Engagement

Process Implementation

Project Evaluation

Microsoft Project

Business Development

Resource Optimization

Client Relationship Management

CRM Systems

OTHER PERSONAL DETAILS

City   Bengaluru

LANGUAGES

- English

by 30%. - Accelerated project feasibility for web/app and SAP development (AMS, reports on SAP Datasphere) by collaborating with 40+ IT experts, developers, and program managers to align with business goals and budget.

Apr 2021 - Nov 2021

Business Development Executive

Spoors Technology Solutions India

- Enhanced Market Potential Evaluation: Spearheaded targeted market research that led to a 35% increase in lead generation and new sales opportunities, leveraging networking and social media campaigns to build robust client relationships. - Strengthened Channel Partner Relations: Cultivated and managed key channel partnerships, resulting in a 40% boost in brand equity and market presence. - Promoted a comprehensive review of Software Utilization practices, identifying key areas for improvement; recommendations led to a 25% increase in overall system efficiency and enhanced user engagement across departments. - Developed High-Value Prospect Lists: Created and maintained a strategic prospect and customer list, driving a 30% increase in sales leads through comprehensive marketing data analysis and targeted outreach. - Led Intern Team to Success: Supervised and mentored a team of interns, enhancing productivity and streamlining day-to-day activities, resulting in a 20% improvement in team output. - Conducted thorough research on competitors and ideal customer profiles; identified three major pain points leading to the refinement of targeted sales approaches which increased lead conversion rates by over 30%.

Projects

1989 Days

Adoption of OTT Platform: Theory of the Diffusion of Innovation.

Study: relative advantage, complexity, compatibility, trialability, and observability of OTT Platform consumer, analyzed them using SPSS.

61 Days

Understanding the consumer behaviour and its impact on online and offline market of Textile industr

Conduct consumer perspective defined how consumer behaviour impact online and offline market

61 Days

Analysed Marketing Strategy of Pantene Shampoo

Interview of Area Sales Manager of Bhubaneswar and conducted consumer behavior survey and analyzed it using Excel Minor. Got to know that quality and demand mostly affected the sale of the product.