

# SHUBHAM NERE

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Location: Thane, Maharashtra

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## Profile Summary:

Detail-oriented professional with nearly 2.5 years of experience in business analysis, insights, and project management within the pharmaceutical industry. Adept at managing client relationships, analysing product portfolios, identifying upselling opportunities, and implementing service add-ons. Skilled in documentation, risk mitigation, and process adherence to ensure smooth project execution.

## Professional Experience:

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### 1) Cirrius Technologies Private Limited, Andheri

Dec 2022 – Present

Sr. Product Executive (Project Management & CSM Group)

- Collected client requirements and developed Business Requirement Documents (BRDs), Functional Specification Documents (FSDs), Software Requirement Specifications (SRS), and wireframes to facilitate module customization and development.
- Collaborated with technical teams to assess feasibility, estimate efforts, and define project scopes. Created project plans, deployment timelines, and delivery schedules for efficient implementation.
- Conducted multi-instance (Dev → UAT → Pre-Production → Production) Acceptance Testing (UAT) to validate system readiness before deployment.
- Delivered structured training sessions using a "train-the-trainer" approach, conducted sessions for field force teams, and developed detailed user manuals.
- Managed client feedback, processed change requests, and oversaw pre-production customizations for national and international clients, including USV, Eisai, Glenmark (Saudi & Malaysia), Aristo, Aurobindo, and others.
- Provided hyper-care support for post-deployment to resolve initial issues and ensure a smooth transition.
- Led product demonstrations to enhance client onboarding, engagement, and adoption.
- Ensured adherence to Standard Operating Procedures (SOPs) to maintain structured and efficient workflows.

### 2) Divine Engineering Services Pvt Ltd

Mar 2022 - Dec 2022

Quality Assurance & Quality Control Engineer

- Conducted Quality Assurance (QA) and Quality Control (QC) inspections, including Non-Destructive Testing (NDT) and Third-Party Inspections (TPI) for major clients such as Tecnimont, Toyo Engineering India Pvt. Ltd., and L&T. This involved verifying materials, welds, and overall compliance with project specifications.
- Ensured compliance with industry codes, standards, and regulatory requirements.
- Maintained detailed inspection records and implemented process improvements to enhance quality.

### 3) SPRAYTECH System India PVT Ltd

Jan 2021 - Mar 2022

QC Engineer

- Performed QA/QC inspections for spray nozzle manufacturing, ensuring compliance with standards.
- Conducted material checks, welding inspections, and NDT to verify product quality.
- Maintained inspection reports and collaborated on process improvements to reduce defects.

## Core Competencies:

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- Business Analysis CRM
- Agile Project Management
- Documentation & Compliance
- Product Portfolio Analysis & Upselling
- Risk Mitigation & Problem-Solving
- Software Development Life Cycle (SDLC)
- Process Adherence & SOP Compliance
- Stakeholder Management

## Technical Skills:

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- **Project Management Tools:** Azure Boards, PMO, Microsoft Planner
- **Data Analytics:** MS Excel, Advanced Excel
- **Software & Automation:** ChatGPT

## Key Achievements:

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- Recognized as the best performer in the team for Q1 2024 for excellence in project management.

## Projects:

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### Mail Intimations Process:

- Developed an automated mail intimation system for 22 *business units* and 900+ users to enhance data-driven decision-making.
- Implemented three distinct email workflows to deliver hierarchical field users' data insights via secure links.
- Configured workflows based on data format, trigger frequency, and managerial hierarchy for precise reporting.
- Integrated SMTP-based mail automation, reducing manual effort and improving data accessibility for upper management.
- Provided a structured and reliable solution, empowering managers with real-time insights and enhancing operational efficiency.

### 194R Planning & Reporting with Compliance Suite:

- Implemented a compliance management system for Section 194R of the IT Act to regulate promotional transactions by pharmaceutical companies toward doctors.
- Incorporated configurable transaction limits, allowing businesses to plan and distribute promotions while ensuring regulatory compliance.
- Mandated PAN card verification and consent capture when a doctor's investment limit was reached.
- Developed a Promotional Planning & Actual Reporting module to enable real-time tracking of investment data against doctors
- Ensured transparency and adherence to compliance standards, streamlining financial tracking and reporting.

### Single Sign-On (SSO) implementation:

- Implemented a Single Sign-On (SSO) system for a client with 900+ users to enable seamless authentication.
- Integrated OAuth 2.0 API, allowing access across web, mobile (Android & iOS), and iPad platforms.
- Enabled login via company domain email ID and password, ensuring a unified and secure experience.
- Extended SSO functionality to franchise users (non-company email domains) for broader accessibility.
- Configured token expiration for up to 24 hours to maintain security and ensure uninterrupted user sessions
- Enhanced authentication efficiency, improved security, and streamlined access management across multiple

### Event Approval System (EAS)

- Designed and implement a system to create and maintain all interventions and related activities within the CRM system.
- Structured the module into three key parts: Vendor Management Process, Contract Creation & Intervention Creation, and Request & Approval Workflow.
- Implemented a reporting system to ensure data is easily maintained and provides insights for better analysis and decision-making.

## Education:

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- B.E. in Mechanical – B.R. Harne College of Engineering, University of Mumbai | CGPA: 6.21/10 | Completed: Nov 2020
- HSC – New English School & Jr. College | Percentage: 66% | Completed: July 2015
- SSC – V.N.M.V School, Thane | Percentage: 81.82% | Completed: July 2013

## Certifications:

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- Microsoft Power BI – The Practical Guide (Udemy) - Certificate No: UC-eb414d6e-d0fd-46cb-a8c3-bce04278fd5c
- JIRA Software Fundamentals (Atlassian) | Score: 84 | Certificate No: 300614760