

EDUCATION**ICFAI Business School Hyderabad**Master of Business Administration (Major-Finance; Minor-Marketing) **GPA: 8.74/10**

May 2020 – Feb 2022

Manipal University JaipurBachelor of Technology in Electrical and Electronics Engineering, **GPA: 8.03/10**

Aug 2014 – Jul 2018

CERTIFICATIONS & TOOLS

- Tools:** SQL, Snowflake, Power BI, MS Excel, MS PowerPoint, MS Word, Jira, Confluence, Conga CPQ, Qlik, Priority (ERP), SaaS platform, Kanban, Salesforce, and Python
- Skills:** Agile/ Scrum, Sprint Planning, Backlog Management, User Story & Acceptance Criteria Development, Business & Functional Requirements Documentation (BRD/ PRD), Stakeholders Management & Cross-Functional Collaboration, KPI Definition, Data Validation, Market Analysis, Data Analysis, 3.5 years of Product Lead/ Owner experience, Workshop Facilitation & Requirement Gathering, Order-to-Cash(O2C), SDLC Process, Process flow, Testing (UAT/Validation)
- Certifications:** Professional Scrum Product Owner (PSPO I), Certified Financial Planner (CFP), Generative AI and Prompt Engineering

EXPERIENCE**Altimetrik India Private Limited**

Jaipur, India

Senior Product Analyst/Product Owner

July 2024 - Present

Project 1: Commercial Data Platform (Implementation & Analytics)

- Orchestrated end to end development of a unified analytics platform integrating Salesforce, Snowflake, Qlik, and Priority ERP; reduced data silos by **65%** and accelerated data-driven decision-making by **six months**.
- Led requirement-gathering and defined business needs and translate them into KPI Logic, data rules, Single Source of Truth (SSOT) definitions and product specifications with commercial (sales, quoting, pricing), clinical, and service stakeholders.
- Delivered Power BI dashboards with role-based access, logic, and **80+ automated KPIs**, enhancing reporting speed and visibility by **40%**.
- Designed the complete Power BI UI/UX architecture and partnered with cross functional teams such as Product Management, Engineering, Technical teams & QA to deploy the projects with the agreed KPIs to reduce discrepancies by **45%** and improve data accuracy by **25%**.
- Led Agile delivery across backlog prioritization, sprint planning, UAT, and executive demos, increasing delivery speed by **30%** and earning recognition from client leadership.

Project 2: Commercial Insights Platform (Data Configuration & Deployment)

- Led requirement-gathering workshops, interpreting SQL logic/Excel logic specifications and mapping required D365 tables and columns (O2C: financing and invoicing), improving requirement clarity by **40%**.
- Reviewed and validated Snowflake data structures by checking source tables, joins, and field definitions to ensure alignment with business logic, reducing upstream data issues by **35%**.
- Designed and created Snowflake views as analytics-ready datasets for the BI team, translating business logic into scalable assets and reducing BI development time by **30%**.
- Developed comprehensive STTM (Source-to-Target Mapping) documentation outlining field mappings and KPI logic, while performing end-to-end data validation to ensure integrity and consistency.
- Partnered with BI developers through iterative dashboard builds, delivered demos to the client for feedback, and supported refinement and deployment—accelerating dashboard delivery timelines by **20%**.

Product Analyst

July 2022 – June 2024

Project 1: CPQ Automation (Functional Consulting & Requirements)

- Led cross-functional workshops for international client to map manual quoting workflows and define CPQ requirements (O2C) — improving requirement clarity by **45%**.
- Conducted market research across 9 CPQ platforms and recommended the optimal solution based on functionality, scalability, and integration readiness, reducing evaluation time by **35%**.
- Authored the BRD and detailed requirement-gathering documentation using the MoSCoW framework, accelerating stakeholder alignment by **95%**.
- Designed initial UI/UX concepts and identified workflow automation opportunities, reducing manual quoting steps by an estimated **25%**.
- Built a unified product hierarchy covering product families and configurations, decreasing configuration ambiguity by **40%** and enabling structured CPQ system design.

Project 2: Fraud Risk Assessment & Detection Framework (Roadmap & Client Alignment)

- Designed a 12-month SaaS roadmap for a hospitality client in financial risk, securing **\$2M ARR expansion** and converting pilot into long-term engagement.
- Conducted market analysis, competitive research, and risk analytics reviews, shaping feature prioritization and strategic decisions.
- Delivered executive readouts and roadmap workshops, aligning stakeholders on adoption and measurable outcomes.