

Varun Kant Sharma

Business Consultant (SME) - Sr. Business Analyst - Certified Scrum Master

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Profile

Passionate, value-driven strategic thinker with 12+ years of experience leading cross-functional teams to plan, build, launch and manage project development. Blend technology skills with extensive Agile/Scrum experience, a marketing orientation, and analytical abilities to evolve product strategy.

Expertise in SDLC, business analysis, prioritizing product backlog, user stories, automated deployments

- **Handled Government (State/Central) projects & worked on documentations, Manuals.**

- Managing leads on hubspot & Interacting with clients for gathering information.

- Aware of Project Management Tool like Jira, Confluence, Gitlab and bug tracking tool Bugzilla

- Skilled with Jira, Confluence, MS Teams, Basecamp, Draw.io for creating flowcharts, SRS, FRS, RTM, RBAC, USER MANUALS, UAT WITH CLIENT.

- Sound knowledge of QA processes test planning, Review Test Cases

- Worked/Communicate with External & Internal Stakeholders & Interact with development team to provide Business Process workings.

Professional Experience

2023/02 – Present

Business Consultant (SME)

Trigyn Technologies Ltd (Mumbai)

Project Name: eMigrate (Ministry of External Affairs)

- Working on eMigrate Project directly handled by **Ministry of External Affairs, Govt. of India**, for facilitating Emigration clearance for emigrants who are going abroad for the purpose of Employment/Work.
- Collaborated with Passport, National Insurance, Reliance Insurance, IFFCO TOKIO Insurance, Oriental Insurance, DG Shipping, Bureau of Immigration, SBI, Airtel, MADAD, **Protector General of Emigrants**, and other Officials for requirement gathering. Worked with client on UAT.

Project Name: Caste Based Survey Management System (State Govt of Bihar)

- Worked on **Bihar Caste Survey Project** as a Business Consultant, to understand the Business process & Requirement gathering, Design, Development, Deployment and support of Caste Based Survey Management System (CBSMS) Portal & Mobile Application.
- Government of Bihar intends to get the insights from the data collected from household and caste-based surveys performed and using the same in its progressive government initiatives.
- Worked on creating roles & duties of Enumerators (Govt Employees), Supervisors, IT Managers, SDM Officers and DM Officers. Worked with client on UAT.

2022/05 – 2023/02

Lead Business Analyst

Rev Infotech/EIYSYS Pvt Ltd (Gurgaon)

Project Name: CryptoVault (US Based Project), Worked for 10 months

- Getting high end requirement from External Stakeholders & had daily scrum call for
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providing daily updates about project flow, created entire flow of working crypto based project documented using SRS, FRS. Created JIRA Tickets for development team to see the user stories, Tasks & convert those tasks into development mode. Managing a team of Associate Level BA for Jira/Gitlab creating issues over project management tool.

- Responsible for conducting scrum calls, initiating scrum meetings, dividing the work tasks, user stories and creating & maintaining sprints as per planning and implementation of planning strategies.
- Save Money today and invest with CryptoVault (CVT) for future run and enjoy today's investment with CVT in future with future date value of cryptocurrencies like bitcoin.
- Worked on creating process flows, Technical support implementations, UI/UX User Interaction, worked deeply with Product Owner about progress of project, Handled live traffic & their queries/feedback.

2019/05 – 2022/04

Sr. Business Analyst

Eoxys IT LLP(Jaipur)

Project Name: Fresh2arrive

- Own the project lifecycle from initial concept to delivery of Website & Mobile Application.
- Managing team of 3 Business Analyst in order to accumulate proper business requirement with stakeholders.
- Perform all Agile methodologies and responsible for delivering high-quality releases sprint by sprint
- Coordinate with multi-regional teams to improve project design, performance, market research etc
- Perform market research & analysis on new and existing products, define objectives.
- Worked on SRS, FRS, Jira stories, Creating Tasks for development team.
- Interacted with client on daily basis over scrum call to provide regular updates & taking timely feedback to perform on project in order to provide smooth delivery.
- Provided UAT to client and made application live to App Store and Google Play store.

Project Name: Suspire Labs

- A UAE Based project of creating Mobile Applications using Flutter Hybrid Technology for both Android & IOS Users.
- Created entire work flow map for client and blue print along with wireframes for their mobile application, Their flow of work in complete document in SRS, BRD.
- Created JIRA Tickets & Gitlab Tickets for development team to perform the tasks in a smooth manner & tracking the progress of work.
- Conducted scrum calls with client to provide regular progress update and timely feedback from client for Application.
- Worked with FEDEX Integration, Payment Gateway Integrations like Paypal etc, Communicated with Third Party like Twilio for International SMS and Interacted with development team to enhance and integrate the Third party integrations in Project.
- Provided UAT to client and made application live to App Store and Google Play store.

- 2017/06 – 2019/04 **IT Business Analyst**
Artificial Brilliance INC (CA, USA – Remote Job)
- Worked with Various stakeholders on few projects and managing the team side by side to get the project work done through development team.
 - Mentored the team of 7 members with the right approach to building a web and mobile app solution
 - Organized & facilitate project planning, daily scrum meetings, documentation, sprints, reviews, release planning, retrospectives, demos etc.
 - Organizing and coordinating all ongoing tickets on Jira management tool in order to keep the flow updated & to make sure to work timely get done with proper scrum calls.
- 2013/02 – 2017/05 **Jr. Business Analyst**
Biztexter INC (CA, USA – Remote Job)
- Successfully managed over 12 Application development projects, ensuring all business needs were met
 - Created detailed user stories, use cases and process flow diagrams to support functional specifications
 - Performed market research & analysis on new and existing products, define objectives & key results (OKR) and key performance indicators (KPI) for the quarter in UpRaise
 - Client interactions for product development life cycle, scope changes and execution
 - Prioritized requirements and create FRD, BRD, workflows, wireframes, conceptual prototypes
 - Coordinated & provided product demonstrations with the sales & marketing team for closure
 - Administered user and management walk-through sessions for gap analysis and quality control
- 2010/04 – 2013/01 **Business Development Manager**
The Digital Monks (Delhi)
- Worked as a BDE to convert quality lead generation work & upgraded to Business Development Manager and was managing a team of 3 BDE's.
 - Communicated with clients & gave demo of our Product/Services and close the deal.
 - Worked on International Portals like Upwork, Freelancer etc & cracked the deal.
 - Initiated SEO, WordPress, personality development program & increased the company revenue by 20%
 - Proficient in MS Office (Excel, PowerPoint, Word, Outlook).
- 2008/11 – 2010/03 **Business Development Executive**
36tl Interactive Solutions, Vaishali (UP)
- Participated in management & staff meetings & learnt web/App technologies & management level.
 - Worked as a bidder on online portals/platforms. Ie : Odesk now Upwork , Freelancer, Craigslist etc.

Education

- 2022 **Master of Business Administration (Data Analytics) -Pursuing II Sem**
 Uttaranchal University – Online
- 2015 – 2018 **Bachelor of Commerce**
IEC University
- 2008 **10th CBSE Board**

Skills & Expertise

Agile / Scrum MethodologiesUI / UX Designs

Requirement Gathering and AnalysisGoogle Analytics

Certificates

Certified ScrumMaster®

Scrum Alliance

Google Analytics for Beginner

Google

