

# VIPLAV DHANDHUKIA

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## SUMMARY

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I have over 10 years of Professional experience in the areas of capital markets, agriculture. Solutions-driven business analyst with experience leading cross-functional teams in the development, documentation and delivery of process innovations driving the attainment of business goals. Seek opportunities to transform company practices into fresh, cost-effective solutions leading to more efficient operations.

## EXPERIENCE

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### Simply Fresh Pvt Ltd. – Hyderabad, India

Manager

Nov 2019 – Present

Business Analyst – Product Owner

- Developed complete **ERP Farm-In-a-Box** solution which comprises order, inventory, resource, sales & production management modules by capturing business requirements. Measurable outcomes-
  - Nearly 20% revenue growth (2019)
  - Up to 35% in efficiency gains in order execution
  - More than 1 lac labour-cost savings p.m.
  - 40% increase in customer churning
- Initialized Operations & Retail Mobile App (Android) for internal stake holders to enhance accountability, adoptability, efficiency & visibility
- Constructed data driven stories for decision making
- Recommended solutions using data driven approach to improve policies, procedure and processes
- Modelled requirements in UML diagrams like use case, activities, test cases to explain the business requirements, and performed unit & quality assurance test at each deliveries, to assure smooth adoption and implementation of the system
- Initiated Gap analysis and implementing solutions through process streamlining and system development & modifications. Major achievement – streamlining the Delivery & Invoice Management, which improved accountability by more than **15% on overall sales**
- Created an initial product backlog; attend daily scrum meeting, sprint retrospective meeting on regular intervals & managing the team
- Accustomed in translating complex business needs into clear and concise BRD/FRD documents
- Designed & conducted more than 150 training sessions for various stake holders at regular intervals for smooth adoption of developed ERP system
- Extracted data using SQL queries for developing dashboards using PowerBI & Tableau
- Contributed & Presented development to the board on various occasions
- Leading Risk department of the company.

### Karvy Stock Broking Ltd – Hyderabad, India

Manager

July 2014 – Oct 2019

- Conceptualized & modelled web based application **Auto-Trender & Option Orion** to provide all the necessary information required at one place, which included general news flows to client's portfolio, developing and enhancing the derivatives & option strategies after thorough research & gap analysis. Measurable outcome-
  - Increase in revenue by 1.5%
  - Option volume increase by 8%
  - Fall in customer query/complaint by nearly 6%
  - Increase in customer traffic on website by 4%
- Elevated as product owner for maximizing the value of the software by adding features and engaging clients
- Developed Internal LMS for advising clients based on request on price discovery. Measurable outcomes –
  - Increase in customer retention by 3%
  - Increase in Revenue by 0.5%
- Prepared BRD & FRD's after gathering requirements from various stake holders
- Remained interface between different stakeholders regarding development of software functionality across the SDLC (waterfall) & ensures communication flows timely & accurately
- Represented company on various events like Investor awareness programme, brokers and traders training programme
- Presented research view in TV & Print media number of times
- Conducted more than 30 workshops in reputed educational institutions across India

## Transgraph Pvt Ltd. – Hyderabad, India

Analyst

Nov 2012 – June 2014

- Gathered requirements from end users, understanding their requirements & documenting it and communicating to the product owner to build **Trans-Risk** software
- Tested the developed model and doing the fit-gap analysis
- Researched & recommended hedging strategies to the clients

## LEADERSHIP BOARD

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- Handled farming technology based on AI, IOT, Climate Engineering & Hydroponics
- Represented company in various media to present research based views and articles
- Conducted many workshops in Top Business schools across India and recruited more than 50 candidates
- Worked in various Asset class like Equities, Derivative, Commodities & Agri-Commodities
- Open & clear communicator at all levels, demonstrating ability to cultivate and foster productive working relationship with all the contacts within line of work. Able to inspire & coach multi-functional teams ensuring consistent performance & success
- Skilled problem identifier and trouble-shooter demonstrating business intelligence to accurately assess situational challenges, bridge technology and business goal and transform creative ideas into efficient technical solutions
- Continued self-learning for knowledge, currently pursuing Data Analysis, Machine Learning
- Proficiently organized and facilitated daily scrum meetings, sprint reviews, retrospective meetings, sprint release planning, JAD & brainstorming sessions.
- Created and modified business-facing documentation such as user manuals, solution briefs and functional summaries
- Identified and addressed any impediments to enhance productivity and efficiency

## SKILLS

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|------------------------------------|-------------------------------|---------------------------|
| • Requirement Gathering & Analysis | • Gap Analysis                | • Risk Management         |
| • User Acceptance                  | • KPI Dashboards & Scorecards | • BI, ERP & RDBMS         |
| • Project Management               | • Data Mining & Analytics     | • Machine Learning Models |

**Technical:** SQL, R, Python, PowerBI, Tableau, MS Visio, Axure RP, Balsamiq, JIRA

**Methodologies:** Waterfall, Agile Scrum

### Certifications & Training:

- Research Analyst Certification Series – XV, NISM Mumbai
- Equity Derivative Certification Series – VIII, NISM Mumbai
- Financial Modelling Course with NSE India Certification, IMS Pro School
- Masters in Technical & Derivative Analysis under the mentorship of Dr. CK Narayan
- Comprehensive Programme on Equity Research Analysis, BSE Mumbai
- Comprehensive Programme on Technical Research Analysis, BSE Mumbai

## EDUCATION

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### INTERNATIONAL INSTITUTE OF BUSINESS ANALYSIS – CANADA

Certified Business Analysis Professional – CBAP (Application approved)

*Pursuing  
Expected Dec 2021*

### AMITY UNIVERSITY – INDIA

Post Graduate Diploma in Business Analytics & Intelligence – 91.85%/100

*Aug 2021*

### ICFAI UNIVERSITY

MBA in Finance – CGPA 6.83 / 10

*Jan 2017*