



A hard working candidate with good analytical skills, understanding of business, solution design, requirement analysis, research, project execution, communications and presentation skills. Experience in both Business to Business (B2B) and Business to Customer (B2C) transactions with having keen interest in analytics and in grow career as a Business Analyst/Project Management. Recognized for consistent performance, on time work and achieving targets.

PIYANKA DAS

, BUSINESS ANALYST / PRODUCT OWNER

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Skill Highlights

- Requirement Gathering
- Gap Analysis
- Client Engagement
- Agile Frameworks – Scrum , Waterfall
- SRS / BRD / FRD , SOP
- Proposals , SOW
- Risk Management
- Backlog Management
- Project Management
- Team Coordination
- Business Process analysis & Improvement
- Solution Designing – IT and Process
- Documentation and Presentation
- SDLC , Functional Testing , UAT
- Advance Excel , MS Visio, MS Office , Python , SQL , Figma , Tableau

REWARDS & RECOGNITION

- Got Spotted by Director for performance.
- Acknowledged by Project Manager for Business analysis, formulating Strategies and Implementing Project processes for Paper Tubes and Paper Boxes which led to:
 - Savings in Paper Tubes procurement : 9.16 %
 - Savings in Paper Boxes procurement : 13.45%
- Received a performance based scholarship for the academic year 2014-2015 from SRM University, Chennai.

Experience

08/2021-Present

Business Analyst / Product Owner – TCG Digital

Roles and Responsibilities:-

- Client Engagement and Management
- Create & Present Proposals & Scope of work (SOW)
- Planning- Requirement Gathering plan , Test plan , Risk register , UAT
- Requirement Gathering , Requirement Traceability Matrix (RTM)
- Gap analysis
- API analysis
- Manage Projects through Lifecycle
- Maintain product and sprint backlogs
- Create SRS & BRD / FRD
- Conducting internal meetings and communicating with internal team.
- Conduct sprint reviews and feedback from customers
- Manage risks and issues
- Business process analysis -
 - As-Is Process Study
 - Define Improvements and To-Be Analysis
 - Monitoring
 - Controlling
 - Reporting
 - Closure
- Create SOP , use case diagrams , activity/workflow charts and diagrams
- Create Wireframes , Prototypes , Flow Diagram , Screen and Interface design
- Support QA
- Execute functional testing
- Conduct UAT
- Conducting Tender processes
- Create business models

Sales Executive - India Medtronic Pvt. Ltd.**Roles and Responsibilities:-**

- Implementing Surgical Synergy to increase spinal implants sale by 20% for identified accounts
- Responsible to achieve sales target for given region.
- Responsible for Pre sales demonstration and post sales clinical support in live Operation Theatre.
- Meeting all the customers in the hospital which includes Neurosurgeons, Biomedical Department Head, and Purchase department, OT Nurse and Technicians and KOL.
- Building professional relationship with the customers.

08/2017-12/2017

Sales Trainee - Maquet India Pvt. Ltd.**Roles and Responsibilities:-**

- Responsible for capital equipment sales in the region of Chennai
- Regular reporting and recording of daily activities using Salesforce.

Education

PGDM (Marketing & Business Analytics) 2020-22
International School of Business & Media, Kolkata with 7.3/8

B. Tech (Biomedical Engineering) 2013-17
From SRM University, Chennai. With: 8.9/10

12th with Science 2013
From ISC with: 77 % marks

10th 2011
From ICSE with: 83 % marks

Certifications

- Foundations of Project Management- authorized by Google
- Accenture Consultant Program by Forage- Virtual Experience Program Participant
- Introduction to Python by DataCamp
- Machine Learning for Everyone by DataCamp

- Paper presentation entitled Contrivance of Recognized Hand Gestures into voice and text output at the International Conference on Recent Innovations in Electrical, Computer, Information, Communication and Mechanical Engineering (ICRIEEICME) held at Bengaluru, India.
- Acknowledged by Country Sales Manager, Neurosurgery, for contributing significantly to a historically challenging Q3 Quarter from Tier II city in Medtronic.
- Achieved First Position of Stealth Midas Focus Product Secondary Unit Sale Contest for Q3 in Medtronic.
- Award of Appreciation for "First Business Order" from Maquet Getinge.

Project Work

- Implementing Surgical Synergy to increase sale of Spinal Implants by 20% for identified hospitals PAN India in an accounting year done with Medtronic India Pvt Ltd.
- Analysis of Demand for Software Industry in Estonia using SEO Quake and R studio.
- National Income Trend Analysis from 2017-2018 to 2018-2019.
- Ratio Analysis of HUL and Emami Ltd. – Income statement and Balance Sheet Analysis.
- Project on Cost Benefit Analysis of "Joining ISB&M" using Excel.
- Contrivance of Hand Gesture Recognition into Voice and Text Output using Arduino and Matlab

Languages

- English
- Hindi
- Bengali

Extra-curricular activities

- Coordinator Placement Cell and Corporate Relationship Cell in International School of Business and Media, Kolkata.
- Volunteered and participated in Bioyantra 2014 – National level Biomedical Fest conducted by Department of Biomedical Engineering, SRM University, Chennai
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