

Jaypal Bhagat

Business Analyst-ICICI Securities | Certified Business Analyst | IIBA-CBAP | PSM-Trained | PSPO-Trained | Domain-Capital Market

To take challenging role on Business operation as Business Analyst and give an efficient and effective solution that will help the organization to achieve the best solution in business and ultimately increase its productivity in the market



Work History

2020-12 -
Current

ICICI Securities Pvt Ltd

*Role-Business Analyst/Senior Relationship Manager,
Pune, Maharashtra*

- Interviewing stakeholders, Product Owner, and SMEs to gather and clarify business requirements.
- Product requirement gathering through brainstorming, document analysis, workshops and interviews.
- Performing Gap Analysis, Modeling using AS-IS and TO-BE Process. Identifying the impact of the implementation of these business process flows.
- Providing innovative solutions to improve business process.
- Collaborating with stakeholder groups across organization to ensure business and technology alignment.
- Drafting user stories, user workflows, wireframing , and analyzing mock-ups prepared by UX team.
- Use Agile methodology to promote flexibility, speed of delivery of requirements, and iterative change and improvements.
- Actively listened to customers, handled concerns quickly and escalated major issues to supervisor

2019-05 -
2019-07

Quantazone Software Pvt Ltd

*Internship/Sales Associate Specialist, Pune,
Maharashtra*

- Identifying new sales leads for Quantazone.



Contact

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Skills

Business Analysis

Requirement Gathering

Use Case Diagram

SQL

User Story

Agile

As is Analysis



Software

Tool: Jira , Balsmiq ,
lucidchart, MS office,
MYSQL

- Lead generation via Email networking & cold calling.
- E-mail campaigning using tools like Hubspot, CRM Clodura Data gathering through LinkedIn, Sale Navigator crunch base Skrap.
- Negotiations, RFPs, Sale Revenue ,Generating new business & Closures.
- Achieved Net sales -7 lakh



Education

2018-07 - 2020-10	MBA: Marketing <i>Indira Institute of Management - Pune</i> 67.43%
2013-07 - 2017-07	BE: Information Technology <i>JSPM - Pune</i> 63.14%



Certifications

2021-08	Agile Business Analyst Certified-Trainsmart Academy
2021-06	Business Analyst certified-Trainsmart Academy
2021-06	Scrum foundation professional certificate
2020-12	SQL certified udemy
2019-10	NISM 5A
2019-10	Digital Marketing certified from Maharashtra Entrepreneurship Development Programme



Languages

English

Hindi

Marathi