

HIMASRI NANDAM

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PROFESSIONAL SUMMARY

Results-oriented Business Analyst with 4+ years of experience in the education and public-sector domain. Proven expertise in requirements elicitation, stakeholder management, and translating complex business needs into actionable technical specifications. Experienced in leading end-to-end delivery of government digital transformation projects — including Power BI dashboards, grievance management systems, and API-driven platforms — using Agile/Scrum methodologies. Strong track record in data analytics, UAT, and cross-functional collaboration to drive data-driven decision-making and measurable operational outcomes.

PROFESSIONAL EXPERIENCE

Business Analyst | Senexel Pvt. Ltd.

Feb 2025 – Present

- Led end-to-end business analysis for three high-impact government education projects: HRD Data Analytics Dashboard, HRD Grievance Management System, and Adverse Articles Web Application.
- Conducted stakeholder interviews and workshops with ministry officials to elicit, document, and validate functional and non-functional requirements, ensuring alignment with departmental KPIs and policy objectives.
- Created detailed BRDs (Business Requirements Documents), FRDs, user stories, use cases, and acceptance criteria following industry-standard BA frameworks.
- Performed UAT and functional testing of REST APIs and Power BI dashboards, validating data accuracy, integrity, and performance against defined SLAs.
- Facilitated Agile sprint ceremonies (planning, stand-ups, retrospectives) and managed backlog grooming in collaboration with developers, QA engineers, and product owners.
- Developed process flow diagrams, data flow diagrams (DFDs), and wireframes to communicate business logic and requirements to technical teams.
- Produced validation frameworks and traceability matrices to ensure complete coverage of business requirements in delivered solutions.

Freelance Project Coordinator – EdTech Analytics |

Aug 2024 – Jan 2025

- Managed delivery of a Power BI-based education analytics platform, coordinating requirements gathering, KPI definition, and dashboard design for state education departments.
- Defined and documented reporting metrics and data requirements; validated API integrations and end-to-end dashboard functionality for usability and accuracy.
- Coordinated Agile sprint planning, task allocation, and delivery tracking with cross-functional development teams, ensuring on-time, quality deliverables.
- Performed gap analysis and risk assessments to proactively identify and resolve project bottlenecks.

Business Development Manager | Fourth Rev Edu Pvt Ltd.

Oct 2022 – Jul 2024

- Drove state-level business growth across Andhra Pradesh, Telangana, Haryana, UP, and MP — onboarding 100+ schools and achieving a 40%+ sales conversion rate.
- Managed the complete client lifecycle: pre-sales consultations, product demos, contract negotiations, onboarding, billing, and long-term relationship management.
- Recruited, trained, and mentored a team of 10 business development interns, improving team productivity by 35%.
- Gathered and synthesized end-user feedback to inform product roadmap decisions, contributing to a 25% improvement in engagement metrics.
- Liaised between product, marketing, and operations teams to align client requirements with strategic objectives.

Business Development Associate | Fourth Rev Edu Pvt Ltd.

May 2021 – Sep 2022

- Executed targeted B2B sales outreach across Andhra Pradesh and Telangana via phone-based and in-person product demonstrations to school decision-makers.

- Coordinated a pilot project launching virtual classroom programs, collaborating with subject matter experts (SMEs) to monitor content readiness and deployment.
- Collected structured feedback from end users to refine product positioning and support data-driven market strategy improvements.

EDUCATION

B.Tech – Computer Science & Engineering

Parul Institute of Technology | Graduated: 2020

CERTIFICATIONS

- Data Analytics and Visualization with Power BI – Great Learning
- Business Analysis Fundamentals – Simplilearn

CORE COMPETENCIES & SKILLS

Business Analysis: Requirements Elicitation, BRD/FRD Documentation, User Stories, Use Cases, Acceptance Criteria, Gap Analysis, Process Mapping, As-Is/To-Be Analysis

Project & Agile: Agile/Scrum, Sprint Planning, Backlog Management, UAT Coordination, SDLC, Risk Management, Traceability Matrix

Analytics & Tools: Power BI, SQL (Basics), Excel Reporting, API Testing (REST), CRM Systems, Data Visualization

Stakeholder Management: Government & Ministry Liaison, Requirement Workshops, Cross-functional Collaboration, Communication & Presentation

Domain Expertise: EdTech, Public Sector / Government Digital Transformation, Education Analytics, Grievance Management Systems

Soft Skills: Analytical Thinking, Problem Solving, Collaboration, Adaptability, Communication