

MANMATHNATH MAHANTA

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SUMMARY

Results-driven **Business Analyst** with **2+** years of experience in IT consulting, driving process improvement, data analysis, and stakeholder collaboration. Proficient in **SQL, Power BI, Excel, and Agile methodologies** to deliver actionable insights that improved operational efficiency by up to 30%. Skilled in gathering requirements, managing UAT, and ensuring on-time, quality delivery of enterprise solutions. Adept at bridging business needs and technical teams to achieve strategic outcomes.

SKILLS

- **Business Analysis & Functional Skills**
 - Requirements Gathering & BRD/FSD Documentation
 - User Acceptance Testing (UAT) Planning & Execution
 - Process Mapping & Optimisation (As-Is/To-Be workflows)
 - Stakeholder Management & Communication
- **Data Analytics & Reporting**
 - SQL (Joins, CTEs, Window Functions)
 - Power BI Dashboard Development
 - Advanced Excel (Pivot Tables, Lookups, Macros)
 - KPI Design & Reporting Automation
- **Project & Delivery Management**
 - Agile/Scrum Frameworks
 - Risk Assessment & Mitigation Planning
 - Cross-functional Team Collaboration
 - Client Relationship & Escalation Handling

PROFESSIONAL EXPERIENCE

Sai Paramount IT Solutions

Business Analyst | **July 2024 - Present**

- Analysed and optimised key business processes, identifying inefficiencies and implementing improvements that boosted operational productivity by **30%**.
- Collaborated with cross-functional teams to prioritise development requirements, ensuring timely and resource-efficient project delivery.
- Drove stakeholder alignment by conducting requirement workshops and weekly review calls, minimising rework and enabling smoother project execution. Conducted risk assessments and developed mitigation strategies for ongoing projects, reducing delivery disruptions and ensuring compliance with internal standards.
- Facilitated client product demos to support solution understanding and adoption across presales and implementation phases.

GEEMSCO Consultancy Services PVT. LTD.

Business Analyst | **March 2023 - July 2024**

- Led data-driven analysis using SQL and Excel to generate actionable insights, enabling strategic decision-making across **6+** client-facing projects.
- Gathered and documented detailed business requirements, translating them into functional specifications for development and QA teams.
- Streamlined project workflows and data handling processes, reducing turnaround time by **18%** and improving team delivery consistency.
- Acted as a key liaison between stakeholders and technical teams, ensuring business goals were met while maintaining regulatory and industry compliance.
- Managed UAT execution, including test planning, user coordination, and defect tracking, resulting in smoother go-lives with reduced post-deployment issues.

PROJECTS

1. EV Market Analysis (Link: Power BI Dashboard)

(August – 2025)

 - **Market Growth Analysis:** Analysed the Indian EV market (2022–2024) to identify growth trends, brand performance, and state-level adoption insights across two-wheeler and four-wheeler segments.
 - **Regional Performance Insights:** Focused on high-penetration and underperforming regions to understand geographical adoption patterns and market opportunities.
 - **Brand Benchmarking:** Conducted quarterly brand growth analysis and YoY performance comparisons to identify market leaders and emerging players.
 - **Seasonal Trend Analysis:** Examined temporal patterns and seasonal trends to understand optimal timing strategies for market entry and product launches.
 - **Strategic Roadmap:** Delivered comprehensive insights with strategic recommendations for market stakeholders to prioritise product strategy, investment zones, and infrastructure partnerships.
2. Google Trend Analysis (Link: GitHub Repository)

(June – 2025)

 - **Data Analysis:** Conducted in-depth analysis of sales and manufacturing data to uncover critical business insights.
 - **Operational Efficiency:** Identified opportunities for cost reduction and optimised resource allocation to enhance production efficiency.
 - **Market Insights:** Analysed market presence and sales trends, providing strategic recommendations for improved market penetration and sales performance.
 - **Customer Insights:** Delivered detailed reports on customer discount patterns and behaviours, aiding in the development of targeted promotions and loyalty programs.
 - **Product Performance:** Evaluated product demand and manufacturing costs, offering insights to refine product lines and meet market demands effectively.
3. Customer Retention and Call Centre Optimisation Analysis (Link: GitHub Repository)

(April – 2024)

 - Conducted churn analysis using Power BI and Excel, achieving a 26.54% churn reduction through customer segmentation and proactive engagement strategies.
 - Identified performance gaps in call centre operations, leading to improved response time and resolution rate KPIs.
 - Provided data-driven recommendations for personalised customer offers based on demographic and usage patterns.
 - Enabled infrastructure planning by assessing the internet service reliability impact on customer satisfaction and retention.

EDUCATION and CERTIFICATIONS

- +3 BSc Graduation

North Odisha University, Barbil — 2022
- CERTIFICATION

 - Business Analysis by **Microsoft**
 - Data Analytics Professional Certificate by **Google**
 - Power BI Data Analytics for all levels 2.0 by **CodeBasics**
 - SQL Beginner to Advance for Data Professionals by **CodeBasics**
 - Agile Requirement by **LinkedIn**
 - Excel: Beginner to Advance by **CodeBasics**