

Negasree Prasath

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PROFESSIONAL SUMMARY

I'm an ambitious and analytical professional with 1.5 years of experience in Business Analysis, and a strong set of Data Analysis and reporting skills. I'm excited to leverage my unique blend of skills in a challenging role where I can make a measurable impact and help organizations grow through smarter, data-centric decisions.

EDUCATION

Bachelor of Technology (Chemical Engineering) Anna University, Chennai	2017 - 2021 Grade: 8.23/10.0
Intermediate (Class XII) Vailankanni Matric. Hr. Sec. School, Krishnagiri	2016 - 2017 Grade: 95.25%
Matriculation (Class X) Vailankanni Matric. Hr. Sec. School, Krishnagiri	2014 - 2015 Grade: 98.2%

EXPERIENCE

Sales Business Analyst June 2024 - November 2024
Trigent Consulting, LLC *US (remote)*

- Collaborated with clients and sales teams to elicit business requirements via calls, product walk-throughs, and structured documentation reviews.
- Utilized Microsoft Excel and Word to manage operational data, track performance metrics, and generate reports to support strategic decisions.
- Delivered engaging product demonstrations for internal tools (T-chat and T-CRM) to both clients and team members using PowerPoint and Google Slides, enhancing client understanding and adoption.
- Performed SQL querying on large datasets to support business insights, performance tracking, and root cause analysis of sales operations.
- Supported the launch of new CRM product features, including defining scope, coordinating with developers, and validating user requirements for functionality.
- Maintained effective communication with stakeholders, contributing to improved business performance and alignment across teams.

Business Analyst June 2021 - June 2022
ValGenesis India Private Limited *Chennai*

- Conduct thorough analysis of business processes, systems, and workflows to identify areas for improvement and optimization in Product Development team.
- Created detailed documentation, including business requirements (100+), User stories (15+), functional specifications (FRS), URS, and SRS.
- Created over 30+ process flows/ mockups and wireframes using MS Visio improving process clarity.
- Worked closely with cross-functional teams to ensure implementation of requirements and actively participated in team discussions.
- Conducted user acceptance testing (UAT) to validate the functionality and usability of developed solutions and also involved in gap analysis, product testing, raised tickets and resolved over 500+ issues using Azure devops.
- Proficient in SQL with experience in querying, data analysis and reporting
- Collaborated with stakeholders to understand their business needs and translate them into clear and concise requirements.
- Gathered requirements and elicit key information from stakeholders. Provide ongoing support and guidance to stakeholders throughout the project lifecycle.
- Participated in all phases of the project, including planning, requirements gathering, design, development, testing, and deployment.
- Proficient in managing the SDLC for SaaS products, utilizing Jira and Agile methodology to track progress, prioritize tasks, and ensure timely delivery of high-quality solutions through continuous improvement.
- Experienced in working with Validation Lifecycle Management Systems (VLMS) to streamline validation processes, ensuring compliance with regulatory standards.

PROJECTS

SQL - IPL Data Analysis for Auction Recommendation ([Demo](#))

May 2025

- Executed complex SQL queries to extract and transform Royal Challengers Bangalore's match data.
- Performed in-depth performance analysis to identify high-impact players and all-round contributors.
- Derived actionable strategies to optimize team composition and maximize home ground advantage.
- Delivered data-centric recommendations to guide future auction decisions and match tactics.

Excel - Zomato Restaurant Expansion Analysis ([Demo](#))

December 2024

- Analyzed Zomato Restaurant Data using spreadsheets to identify trends for expansion strategy.
- Performed data extraction, cleaning, and preprocessing with advanced Excel formulas.
- Provided insights and recommendations for business expansion and customer satisfaction.
- Visualized key performance indicators in a comprehensive Excel dashboard.

CERTIFICATIONS

Generative AI Mastermind Outskill

June 2025

- Learned more about powerful AI tools, how generative models work, and how to apply them to solve real-world problems

Professional Certificate Course in Data Science Newton School

December 2024

- Completed Spreadsheet/Excel and SQL modules including the project.
- Ongoing modules : Power BI, Python, Python Libraries, ML, AI, DL

SKILLS

Data Tools: Power BI

Software Packages: Excel, MySQL

Soft Skills: Presentation Skills, Verbal/nonverbal communication, Time management, Teamwork

Others: Microsoft Office, Spreadsheet, Generative AI