

Mayank Vandra (MSc, BEng)

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Skills Profile

Business Analysis: Requirements Gathering, User Stories, Process Mapping, Story Decomposition | **Agile Methodologies:** Jira, Confluence, Agile Development | **Tools:** MS Office Suite (Word, Excel, PowerPoint, OneNote), Visio, Figma | **Technical Skills:** SQL, Python, Java | **Project Management:** Stakeholder Management, Change Management, Competitive Analysis | **Product Management:** Product Lifecycle Management, Market Entry Strategy, Pricing and Revenue Optimisation, Cross-functional Leadership | **Documentation Proficiency:** FSD, CRF, BRD, PRD, White Papers, RFP Responses

Career Experience

Business Analyst Intern | Durotimi AI | Ireland June 2024 – Present

- Liaised with stakeholders to develop analysis, documentation, aiding in product development and crafting elevator pitches for funding.

Product Analysts and Solutions Consultant | Fable Fintech | India April 2022 – Present

- Develop and manage new products, collaborating with leading global financial institutions and fostering cross-functional teamwork to align product strategies with business goals; responsible for creating FSD, CRF, BRD, and PRD
- Lead sales cycle initiatives, conducting product demonstrations and managing documentation such as RFPs, white papers, and product notes to enhance market penetration and client engagement in key regions like the USA, UAE, and Singapore.
- Boost product adoption and revenue, increasing client retention by 27%, satisfaction by 21%, product adoption by 20%, and revenue by 15% through strategic pre-sales assessments, competitive analysis, and impactful demonstrations.
- Engage in strategic growth initiatives, contributing to investment pitches and corporate strategy meetings.

Development Manager | Kale Management Consultancy Services (KMCS) | UK June 2021 – April 2022

- Co-founded Kalesco IT Services, a KMCS India subsidiary, leading strategic direction, stakeholder management, and business development.
- Co-founded and launched “AnyFeast” in the UK and India, overseeing UX/UI design, market research, and development, cutting defects by 27% and increasing revenue by 15% in six months.
- Managed a team of 48 across India, boosting productivity by 25% through KPI implementation and change management.
- Enhanced stakeholder relationships and client satisfaction, driving a 20% increase in repeat business through timely deliveries and proactive management.

Software Tester Intern | Government of India | Remote Jan 2021 – May 2021

- Tested functional, UI, and UX testing of APIs, Web, Android, and iOS App for Digi Locker and API Setu

Education

MSc Management Consultancy | UCD Michael Smurfit Graduate Business School | Ireland Sept 2023 – Aug 2024

Key Modules: Stakeholder Management, Change Management, Competitive and Corporate Strategy, Project Management

- UCD Student Council Class Representative
- One of the 6 finalists of UCD Smurfit Case Competition sponsored by Deloitte, out of 35 participating teams.

BEng in Computer Engineering (First Class) | Mumbai University | India Aug 2016 – Oct 2020

Key Modules: Business Communication and Ethics, Artificial Intelligence, Big Data and Analytics

Consulting Projects:

Team Lead | AnyFeast | United Kingdom June 2024 – Aug 2024

- Conducted sustainability analysis and market research for the meal kit industry to support expansion strategies and investor pitches.

Project Manager | Qualtrics | Ireland Jan 2024 – April 2024

- Managed a Generative AI integration project for sales and pre-sales, including competitor analysis, feasibility assessment, and ROI planning.

Team Lead | Hemp Heros | Ireland Oct 2023 – Nov 2023

- Led a team of 5, analysing industry trends and competitors to devise expansion strategies for new market entry.

Additional Information

- Volunteer:** Tutored underprivileged children aged 7 to 16 to support path to Higher Education in “Dongri to Degree” NGO
- Certifications:** AWS Fundamentals Specialisation, OCI Foundations Associate (2023), OCI AI Foundations Associate (2023)
- Languages:** English (Fluent), Hindi (Native), Gujarati (Native), French