

# ARPIT KALRA

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PROFESSIONAL EXPERIENCE			
<b>Capgemini Technology Services India Ltd.</b>		<b>Senior Consultant</b>	<b>Jun'19 - Present</b>
<b>Requirement Elicitation</b>	<b>Business Analysis</b>	<b>Stakeholder Management</b>	<b>Agile Framework</b>
<ul style="list-style-type: none"><li>• Currently working with a Fortune 50 client delivering automated solutions and functions for reporting and regulatory processes</li><li>• Interacting with the business representatives to understand their needs and document detailed requirements</li><li>• Performing Requirement Analysis by creating pseudo SQL queries, writing user stories and BRD documents</li><li>• Developing project schedules, tracking deliverables, managing priorities and change control management</li><li>• Collaborating &amp; liaising between stakeholders, customer associates, solution architects and development teams</li><li>• Developed a POC on travel solution for our Insurance clients</li></ul>			
<b>Infosys Ltd.</b>		<b>Senior Systems Engineer</b>	<b>Oct'14 - Nov'16</b>
<b>Software Development</b>	<b>Project Management</b>	<b>Client Engagement</b>	<b>Database Maintenance</b>
<ul style="list-style-type: none"><li>• Ideated and developed technical solutions to client's business requirements</li><li>• Coordinated with the client, project heads, IT consultants, Integration and testing teams over the whole Software Development Life cycle</li><li>• Worked on various technologies including SQL, Informatica, Teradata and Cognos</li><li>• Identified the key needs, risks and scenarios from the user's perspective while developing the applications</li><li>• Supervised a team of 5 consisting of Graduate engineer trainees and analysts and guided them to achieve their individual targets</li><li>• Evaluated change requests, assessed the risk and impact of the change requests on the application and its scope</li><li>• Worked with teams from different geographies across different time-zones</li></ul>			
INTERNSHIP			
<b>State Bank of India</b>		<b>Management Intern</b>	<b>Apr'18 – May'18</b>
<ul style="list-style-type: none"><li>• Performed extensive research about the presence of SBI and other leading banks in the automobile trading sector which included competition benchmarking</li><li>• The project required making questionnaires and in-depth interviews of manufacturers and distributors in the SME sector</li><li>• Collaborated with various facilitators like stockists, CFAs, CAs to gain knowledge about the SME sector and formulated a SWOT analysis for SBI in terms of SME sector</li></ul>			
PROJECTS			
<b>GlaxoSmithKline Pharmaceuticals Ltd</b>			<b>Feb'18 - Mar'18</b>
<ul style="list-style-type: none"><li>• Conducted a market study to gather information about their use of various digestive products from various consumers</li><li>• Performed an extensive research to gain details about the various digestive products sold by various pharmaceutical shops</li></ul>			
<b>ClearTax Ltd.</b>			<b>Nov'17 - Dec'17</b>
<ul style="list-style-type: none"><li>• Organized and carried out field visits to increase the customer base for ClearTax and recommended strategic initiatives</li><li>• Generated leads through social media platforms such as Facebook, LinkedIn, etc.</li></ul>			
EDUCATIONAL QUALIFICATIONS			
MBA	SCMHRD, Symbiosis Int. University, Pune ( <b>Sales &amp; Marketing</b> )		2019
B. Tech (ECE)	Guru Govind Singh Indraprastha University, New Delhi		2014
HSC	Don Bosco School, New Delhi, CBSE		2010
Technical Skills	SQL, SPSS, Minitab, Tableau, Informatica, Cognos		
Areas of Interest	Product management, Digital marketing, Business Development, Marketing & Sales, Market Research, Analytics		
CERTIFICATIONS & COURSES			
<ul style="list-style-type: none"><li>• Product Management, IE Business School, Coursera</li><li>• Ultimate Marketing training, University of Pennsylvania, Udemy</li><li>• Lean Six Sigma Green Belt, KPMG</li><li>• Fundamentals of Project Management, Udemy</li></ul>			
POSITION OF RESPONSIBILITY			
<ul style="list-style-type: none"><li>• Core Member, Entrepreneurship &amp; Consulting cell, SCMHRD,2019- Led a team to build corporate connect through live projects &amp; organized an event 'E-connect drive'</li><li>• Volunteer at Central, E.A.R.N: A CSR Initiative, SAMATVA: ISR cell, SCMHRD,2018-generated actionable insights for competitor analysis and customer feedback process</li><li>• Head-Volunteer, Campus Recruitment Placement Process, SCMHRD-Pune,2018</li><li>• Co-Ordinator, Badminton Event, Annual Sports Fest - FORTIUS 2013, IP University, 2013</li><li>• Co-Ordinator, Fashion Show Event, Annual Cultural Fest - AMBROSIA 2013, IP University, 2013</li></ul>			