

# ARYAN MANGAL

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English, Hindi

## OBJECTIVE

Results-driven professional with hands-on experience in requirement gathering, stakeholder management, and data-driven insights. Proficient in SQL, Power BI, and advanced Excel, with a proven ability to translate business requirements into actionable solutions. Seeking a Business Analyst role to apply my analytical skills and business acumen to drive organizational success.

## EDUCATION

**MBA (BA & IT)**

**Galgotia University**

2022 - 2024 Greater Noida

**BSc (Bachelor of Science)**

**Shri. Kirodi Lal Shashtri University**

2019 - 2022 Agra

**Intermediate**

**K.M. Public School**

2018 - 2019 Agra

## EXPERIENCE

**Business Development executive Experience**

**Radius Synergies International Pvt. Ltd.**

04/2024- Present Delhi

A smart solutions providing company.

- Conducted data-driven lead analysis to optimize customer acquisition strategies, which increased sales conversions by significant number.
- Established and maintained B2B relationships, supporting long-term business partnerships through strategic insights and effective communication.
- Engaged in requirement gathering and documentation, collaborating with stakeholders to define project goals and align deliverables.
- Worked closely with teams to interpret and apply market research data, aligning with organizational goals and improving overall project outcomes.

## RESEARCH PAPER

**International Brand Building in the Digital Age :**

Explored strategies and digital tools essential for building and sustaining brand identity in a competitive international market.

## SKILLS

- Business Analysis
- Requirements Gathering
- Data-Driven Decision Making
- Business Process Modeling
- Relationship Building
- Problem-Solving Skills
- Project Management
- Communication and Presentation Skills
- Microsoft Excel, SQL, Power BI**

## CERTIFICATIONS

- Microsoft Excel
- SQL
- Power BI

## PROJECTS

**Market Research Project (MBA)**

- Conducted in-depth market analysis focusing on consumer preferences and competitor trends, presenting actionable insights for a strategic decision-making.

**Bijlee Buddy Project (Radius)**

- Implemented a prepaid metering solution for clients in the paying guest (PG) sector, delivering a smart power management and distribution system.

**Pre-Paid Meter Project (Radius)**

- Delivered a smart power management system for residential societies, enabling efficient power distribution and real-time utility consumption monitoring across apartments.

## ACCOMPLISHMENTS

- Successfully optimized the customer acquisition strategies, boosting sales conversions by 15% through data-driven insights.