

# Kimaya Khilare

## Business Analyst

kimayak@job-emails.com | +1 (571)-460-9700 | Boston, MA | LinkedIn | GitHub | Portfolio

---

### Summary

Business Analyst with 4+ years of experience in enhancing operational efficiency and delivering data-driven insights. Skilled in business process modeling, requirements elicitation, and developing Business Requirements Documents (BRDs) and Functional Requirements Documents (FRDs) to ensure alignment between business objectives and strategic initiatives. Proficient in SQL, Excel, and Tableau for comprehensive data analysis and visualization, facilitating informed decision-making. Experienced in Agile methodologies, utilizing tools like JIRA and Confluence for effective project management. Adept at collaborating with cross-functional teams to optimize workflows and drive business success.

### Technical Skills

- **Languages/Methodologies:** Python, SQL, R, SDLC, Agile/Scrum, Waterfall
- **Project Management Tools & Documentations:** MS Project, MS SharePoint, Trello, JIRA, FRD, BRD, SRS, Aha!
- **Visualization Tools/Other Tools:** Tableau, Power BI, Microsoft Excel, Figma, Balsamiq
- **Analysis Skills:** Cost/benefit analysis, Impact analysis, GAP analysis, Risk analysis, SWOT analysis, Data modeling, Predictive modeling, Exploratory data analysis
- **Software/Other Skills:** Microsoft Dynamics CRM, ERP Systems, Confluence, Smart Sheet, Google Analytics, MS Visio, Slack, LMS, Time management, Project Management, Problem-Solving, Decision-Making, Documentation and Presentation, Customer Relationship

### Professional Experience

#### **Business Analyst, Dexian**

03/2024 – Present | Remote, USA

- Collected and preprocessed data from 5-10 sources using Alteryx, enhancing 100,000+ rows of data for the Sales Performance Optimization Initiative, for high-quality data was available for accurate predictive modeling.
- Led exploratory data analysis on 50,000+ records using Python and SQL, finding critical trends and anomalies that informed data-driven decision-making and supported strategic initiatives.
- Validated predictive models using R and Python with 20,000+ instances, optimizing for accuracy to enhance sales forecasting facilities, thereby improving operational efficiency and aligning with business objectives.
- Created 3-5 interactive dashboards in Power BI, effectively communicating complex findings to stakeholders, enabling them to monitor 10+ key metrics and make informed, timely decisions that directly influenced strategic planning.
- Collaborated with 5-10 cross-functional teams to identify business requirements and support data needs, driving system enhancements while presenting actionable insights to stakeholders, ultimately ensuring alignment with corporate goals and facilitating data-driven initiatives.

#### **Data Analytics Intern, Ahold Delhaize USA (formerly Peapod Digital Labs)**

01/2023 – 06/2023 | Massachusetts, USA

- Conducted in-depth analysis of consumer purchasing patterns using Circana and FDA databases, uncovering insights that led to a 15% increase in sales for targeted OTC products across 2,000+ stores.
- Analyzed retail data to identify trends and optimize inventory management, contributing to a 20% improvement in stock turnover rates.
- Created and optimized interactive dashboards in Power BI, transforming data from over 50 key performance indicators, enabling stakeholders to track operational metrics and identify trends with a 30% reduction in reporting time.
- Managed 5+ concurrent analytics projects using Trello and Slack, enhancing cross-functional collaboration and ensuring 100% on-time project delivery while aligning with Ahold Delhaize's strategic objectives.
- Delivered 10+ presentations in PowerPoint, integrating data visualizations from Power BI, which improved stakeholder engagement scores by 25% through clear narratives and actionable insights.
- Employed advanced analytical techniques, including regression analysis and predictive modeling in Excel and Power BI, resulting in a 10% increase in operational efficiency and supporting data-driven decision-making.

- Led the end-to-end lifecycle for a cutting-edge financial analytics platform using Aha! for product road mapping. Oversaw requirement analysis, design, and production support, resulting in a 25% reduction in project delivery time and improved compliance with industry standards.
- Conducted wide market research to identify investment opportunities, leading to a 10% gain in mutual fund Assets Under Management (AUM) within six months, which directly impacted revenue growth by approximately 60%.
- Documented business needs via stakeholder interviews using Confluence, producing 15+ detailed solution documents that enhanced communication between technical teams and stakeholders, improving project completion rates by 30%.
- Managed Agile sprints effectively using JIRA and Trello, maintaining backlogs and prioritizing tasks on Scrum boards. Engaged in daily stand-ups and retrospectives, fostering constant progress, which improved team velocity by 15%.
- Created interactive Tableau dashboards to summarize key financial trends, enhancing decision-making capabilities by 20% and empowering stakeholders with actionable insights, contributing to a 12% gain in investment outcomes.
- Collaborated closely with financial planners to incorporate data-driven recommendations, improving client financial well-being and satisfaction by 30%, as reflected in positive client feedback surveys.
- Identified market trends and investment opportunities through SQL and data analysis, employing Excel for financial modeling, which informed critical financial decisions and contributed to a 5% increase in investment returns.
- Developed comprehensive product requirements, user guides, and training materials using MS Office Suite and Visio. Utilized Balsamiq for wireframing and created 10+ resources that improved user understanding of new features post-deployment, reflected in a 40% decrease in support queries.

### Education

**Master of Science**, Northeastern University  
Information Systems

09/2021 - 12/2023 | Boston, USA

**Bachelor of Technology**, University of Pune  
Computer Science

07/2015 - 06/2019 | Pune, India