# Yashwanth Reddy Nagulapati

Product and Business Analyst | Location: MA | Mobile: (567)-271-1107|| Email: yashwanth091998@gmail.com

#### SUMMARY:

Product and Business Analyst with around 4+ years of experience in Agile, Waterfall, and SDLC methodologies, delivering impactful solutions in product development and business process optimization. Proficient in SQL, Python, and R for data analysis, with advanced skills in data visualization using Tableau, Power BI, and Excel. Expertise in business analysis, requirements gathering, stakeholder management, and product lifecycle management. Skilled in conducting A/B testing, regression analysis, predictive analytics, and market research to drive strategic decisions, optimize customer lifetime value, and enhance user experience. Passionate about leveraging data to bridge business needs and product innovation.

#### **SKILLS:**

Methodologies: Agile (Scrum, Kanban), Waterfall, SDLC

Languages: SQL, Python, R

Data Visualization: Tableau, Power BI, Excel (Pivot Tables, VLOOKUP)

Business Analysis: Cost/Benefit Analysis, GAP, SWOT, Risk, ROI, KPI Tracking

Product Management Tools: Jira, Confluence, Trello, Microsoft Project, Google Analytics, Mix Panel, Miro

Data Analysis: A/B Testing, Regression Analysis, Descriptive and Predictive Analytics, Customer Lifetime Value (CLV) User Research s Market Analysis: Market Research, User Surveys, Personas Development, Customer Journey Mapping Product Lifecycle s Documentation: Product Roadmap, Product Backlog, User Stories, Use Cases, FRD, BRD, PRDs

Operating Systems: Windows, Linux

#### **EDUCATION:**

Master in Business Analytics
University of Findlay, OH

Bachelor in Computer Science Saveetha University, Chennai

2020

## **EXPERIENCE:**

## Morgan Stanley, MA | Product and Business Analyst

April 2024 - Current

- Facilitated Agile ceremonies (sprint planning, daily stand-ups, retrospectives) using Jira and Confluence, aligning cross-functional teams to deliver high-quality product features, reducing release cycles by 20%.
- Conducted in-depth data analysis using SQL and Python to uncover actionable insights on user behavior, driving data-informed product and business decisions that increased user engagement by 15%.
- Developed dynamic dashboards in Tableau and Power BI to monitor KPIs (e.g., CLV, product adoption), enabling leadership to make strategic decisions and optimize business processes.
- Performed GAP, SWOT, and ROI analyses to evaluate product features and business workflows, identifying inefficiencies and recommending enhancements that reduced operational costs by 10%.
- Designed user surveys, developed customer personas, and mapped customer journeys to inform product roadmaps and business strategies, improving user satisfaction scores by 25%.
- Authored comprehensive PRDs, BRDs, user stories, and process flows in Confluence, ensuring clear communication of requirements and alignment across product and business teams.
- Executed A/B testing and regression analysis using Google Analytics and Mixpanel to evaluate feature performance, driving iterative improvements that boosted conversion rates by 12%.
- Managed end-to-end product lifecycle, prioritizing features in the product backlog, creating use cases, and tracking progress in Trello and Microsoft Project, ensuring on-time delivery of ServiceNow platform enhancements.

## Infinite Infolab, India | Product and Business Analyst

May 2019 - Nov 2022

- Spearheaded end-to-end product lifecycle management, including roadmap creation, backlog prioritization, and documentation of user stories, reducing development cycles by 15%.
- Utilized Google Analytics and Mix Panel to analyze user behavior, leading to a 20% improvement in product feature adoption and customer engagement.
- Conducted A/B testing and predictive analytics to optimize marketing strategies, resulting in a 30% increase in conversion rates and revenue growth.
- Performed comprehensive market research, including customer journey mapping and persona development, which improved customer satisfaction scores by 35%.
- Led cost-benefit analyses, SWOT assessments, and risk evaluations for new product initiatives, contributing to a 20% increase in project success rates.
- Automated data extraction and reporting workflows using SQL and Python, improving data accuracy by 22% and reducing manual effort.
- Facilitated agile project management practices using JIRA and Trello, improving team collaboration and on-time delivery rates by 15%.
- Developed data visualization frameworks using Tableau, enabling stakeholders to make informed decisions and improving team productivity by 25%.
- Collaborated with engineering and design teams to launch three major software updates, enhancing product functionality and user experience.
- Implemented customer feedback loops and usability testing processes, reducing product development timelines by 30%.

## **CERTIFICATION:**

SQL (Advanced) Certificate