

Position - Business Analyst/Sr. Business Analyst

Experience- 4-7 years

Compensation- Salary best in Industry

Open Positions - 2

Location - Gurgaon

We are looking for a high-performing & self-motivated individual, with excellent analytical & logical mind and good verbal & written communication/presentation skills, for our Pre-Sales Business Analysis function, who will be responsible for providing persistent support in terms of client communication, requirement gathering, proposal preparation, presentation readiness, business case analysis, market research & other required activities throughout the maturation of sales funnel starting from lead acquisition to conversion.

Roles and responsibilities:

- Understanding Market trend, Competitors, our Core competencies & position our company accordingly in different proposal, solution documents
- Client interaction – Structured questioning to clients & Requirements Understanding/Gathering
- Defining business requirements and creating solution design, workflows, proposals based on client's needs, understanding of market & our technology capabilities.
- Deliver product presentation/demos within the team and to the prospects/clients, as per need basis.
- Ensure superior customer satisfaction before and after project delivery
- Documentation - BRD, HRD, WBS, Proposals, Estimation Sheet etc as may be required
- Share suggestions/feedbacks to improve products with relevant stakeholders in the company.
- Gap analysis/Root Cause analysis - Any changes we can do in our product, process etc. to convert the leads better & improve customer satisfactions.
- Effective communication, engagement & relation building with all internal stakeholders and client
- Quality of Work Apply job knowledge effectively and thoroughly. Demonstrate reliability and accuracy in work performance.
- MIS Reporting & additional reports based on the demand of job

Skills:

- Good Logical & Reasoning skills – Structured thinking abilities
- Quick analysis & deduce insights from data & numbers
- Excellent command in MS Office – Advanced Excel, PowerPoint, Word, MPP
- Good to have experience in 1 or 2 Data Analysis & Visualization tools, Wireframe preparation tools
- Excellent communication skill, verbal & written – Ability to communicate techno-functional subject with internal & external stakeholders.
- Hands on experience in Proposal making, RFP response creation, Presentation Deck preparation
- Strong ability for research, build hypothesis, make logical questioning, validate the hypothesis

Biocube Matrics Pvt. Ltd.

CIN: U31908MH2015PTC270789

Registered Office: Unit No. 28C, Nand Deep Industrial Estate, 2nd Floor | Kondivita Lane, J.B. Nagar | Andheri (E), Mumbai. 400059 Maharashtra | India

Corporate Office: 1401, Vatika Professional Point, Golf Course Ext. Rd, Badshahpur, Sec 66, Gurugram, Haryana - 122002

www.biocube.ai | info@biocube.ai



Qualifications:

- Experience of working in Software product/service domain in a Pre-sales Business Analyst role for at least 2 years
- B. Tech, BCA, B. Sc (IT),
- M. Tech, MCA or M. Sc (IT), MBA candidates will be preferred.

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About Company

www.biocube.ai

Biocube is India's one of the most innovative & promising Artificial Intelligence enabled Biometric Software Platform, Products & Solutions designing organization. We bring a new paradigm in User Identity verification, with redefined Security and User Control. Our vision is to Empower & Enable every Individual to experience the power of AI & Biometrics on their own smartphones & to bring Convenience, Seamless Experience & comprehensive Security in their daily life through biometric authentication based One Tap Digital Transactions. Biocube has presence across the globe, with its development centre in Gurgaon, Haryana, India.

We have successfully developed our proprietary Computer Vision, AI & multi model Biometric technology platform for which Biocube has filed patent in USA, which is currently in progress.

Biocube provides one of the industry's unique solutions that has potential to change the dynamics of Biometric Identity verification market. Our continuous search for opportunities in newer markets & industries, help Biocube to keep ahead of the Technology Innovation curve.

Growth potential

Prospective candidate will get opportunity to learn and grow his career in the field of latest technologies. In our growing organization there are ample opportunities to get know-how in multiple domain & functionalities like Banking, Hospitality, Education etc and new-age technologies like Biometrics, Blockchain, Machine Learning, Data Analytics etc. Candidate will get opportunities to grow with the organization in terms of technical expertise as well as personal development. Biocube believes in a great work life balance.

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