



Position : Business Analyst/Sr. Business Analyst (Presales)
Experience: 3-4 yrs
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.
- **Documentation - BRD, HRD, WBS, Proposals, Estimation Sheet etc as may be required.**
- Share suggestions/feedback 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

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: ASF center, Udyog Vihar, Sector 18, Gurugram, Haryana 122016, Gurugram, Haryana, Gurugram, Haryana- 122022

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- Excellent communication skill, verbal & written – Ability to communicate techno-functional subject with internal & external stakeholders.
- **Experience or Working in Product Management/ Product Analyst/ RFP/ Proposal Making/ FSD/ FRD/ Requirement Gathering/ Tender.**
- Hands on experience in Proposal making, RFP response creation, Presentation Deck preparation.
- Strong ability for research, build hypothesis, make logical questioning, validate the hypothesis
- **Qualifications:**
 - Experience of working in Software product/service domain in a Pre-sales Business Analyst role for at least 3 years
 - B. Tech, BCA, B. Sc (IT),
 - M. Tech, MCA or M. Sc (IT), MBA candidates will be preferred.

About Company

www.biocube.ai

Biocube is a cutting-edge, patented, AI-powered contactless biometric identity solution provider, with a mission to revolutionize the way individuals are identified and receive services. Our innova.ve solutions leverage the latest advancements in computer vision, biometrics, and cybersecurity to provide secure and seamless identity verification across various industries.

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