Manindar M

BUSINESS DEVELOPMENT CUM ANALYST

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EXPERIENCE

April 2023 – Present
Business Development cum Analyst, *Information Village Co. W.L.L, Kingdom of Bahrain*

- Gathered and translated business requirements into technical specifications, user stories, and visual workflows.
- Collaborated with cross-functional teams in Agile sprints, supporting feature delivery, test case creation, and UAT coordination.
- Maintained key documentation like BRDs and FSDs while identifying process inefficiencies and supporting continuous improvement.

February 2020 – March 2023
Business Development Manager, *Code Genie IT Solutions, Kingdom of Bahrain*

- Spearheaded business growth by identifying new opportunities, engaging clients, and securing web/mobile app development projects through tailored sales strategies.
- Delivered exceptional client service by managing relationships, resolving concerns promptly, and ensuring a seamless user experience while expanding market reach.
- Drove business development in a fast-paced startup environment by navigating B2B/B2C markets in Bahrain, collaborating with developers to deliver web/mobile projects

October 2019 – January 2020
Business Development, *Foxfix IT Solution, Kingdom of Bahrain*

- Cofounded with two of my friends. Reg
- Secured 10 clients & delivered 15 projects in 6 months (Web Dev, Digital Marketing).

August 2018 – January 2020
Business Manager, *AlBurshaid W.L.L, Kingdom of Bahrain*

- Employee Management, Scheduling Jobs and Supervising the work, Building Good relationship with Clients and Co-workers.
- Procurement Duties, Accounting, handling all kinds of Ministry Works, Financial & Banking works and maintained Administrative Records.
- Designing 3D Designs in Sketchup3D, Design & Print Vinyl Stickers, Maintained Online Presence of a company & SMM

June 2017 – July 2018
Graphic Visual Designer, *Execter Premedia Solutions, Chennai, India*

- Demonstrated expertise in Photoshop, Illustrator, InDesign as well as Mac computers.
- Designed & produced complex pictures, diagrams, flowcharts for Digital & Print media. Also assisted in designing Posters, flyers, SMM and Website.
- Handed multiple projects with different deadlines while maintaining a high level of accuracy.

EDUCATION

June 2020 – May 2022
Masters in Business Administration, International Business, Jaipur National University

June 2013 – April 2017
Bachelor of Technology, Information Technology, Dr. Sivanthi Aditanar college of engineering

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SKILLS

Business Analysis	Business Development	Data Visualization
Client Engagement	Problem-solving	Strategic Insights
Project management	Data analysis	Project Coordination

TOOLS

Power BI	Microsoft Excel	SQL
Tableau	JIRA, Trello	Adobe Photoshop
Adobe Illustrator	PHP, Laravel	WordPress, Shopify

RECENT PROJECTS

- AFS Open Banking Microsite (Laravel): Led full project lifecycle - scope, proposal, development & AWS deployment
- NCC Bahrain Ministry Projects (2): Transformed ministry ideas into successful projects. Led scoping, proposals, negotiations, development (collaboration), & deployment.

Portfolio: connect.manindar.com