

Himasri Nandam

Hyderabad | 7383611726 | hima13n@gmail.com

Overview

With 4+ years of experience driving education-sector transformation through data analytics, business analysis, and stakeholder collaboration. Adept at managing public-sector digital projects, analysing data to generate actionable insights, and bridging communication between business users and technical teams. Committed to supporting mission of enabling data-driven, efficient, and citizen-focused governance.

Experience

Business Analyst

Senexel Pvt. Ltd. | Feb 2025 – Present

- Leading analysis and coordination for three key government education projects: HRD Data Analytics Dashboard, HRD Grievance Management System, and Adverse Articles Web Application.
- Partnering with ministry stakeholders to gather requirements, define KPIs, and align deliverables with departmental objectives.
- Conduct functional testing of APIs and Power BI dashboards to ensure data accuracy, integrity, and performance.
- Collaborate with cross-functional teams (developers, QA, and product owners) to align technical specifications with strategic goals.
- Develop user stories, requirement documentation, and validation frameworks enabling transparent and efficient delivery cycles.

Freelancer | Project Coordinator

Aug 2024 – Jan 2025

- Managed an education analytics platform built on Power BI to deliver key performance insights for education departments.
- Defined reporting metrics, collected data requirements, tested APIs, and validated dashboards for end-user usability.
- Coordinated with developers for sprint planning, task allocation, and delivery tracking, ensuring on-time and quality outputs.

Business Development Manager

Fourth Rev Edu Pvt Ltd. | Oct 2022 – Jul 2024

- Drove state-level business operations across Andhra Pradesh, Telangana, Haryana, Uttar Pradesh, and Madhya Pradesh, achieving a 40%+ conversion rate with 100+ schools onboarded.

- Managed complete client lifecycle from pre-sales pitching and demos to onboarding, billing, and relationship retention.
- Trained and led a team of 10 interns, increasing business development efficiency by 35%.
- Liaised with product and marketing teams to align feedback and drive improvements, contributing to a 25% rise in engagement metrics.

Business Development Associate

Fourth Rev Edu Pvt Ltd. | May 2021 – Sep 2022

- Conducted targeted sales outreach across Andhra Pradesh and Telangana through phone-based and in-person product demonstrations.
- Coordinated a pilot project launching virtual classroom programs, collaborating with SMEs to monitor content readiness.
- Collected end-user feedback to support product improvements and market strategy refinement.

Education

BTech – Computer Science & Engineering
Parul Institute of Technology - 2020

Core Skills

Analytical Tools & Technical Skills:

Power BI | API Testing | Data Analytics | SQL (Basics) | Excel Reporting | CRM

Consulting & Business Skills:

Business Analysis | Stakeholder Management | Requirement Gathering | Process Mapping | Project Coordination | Governance Reforms | Reporting Frameworks

Soft Skills:

Communication | Analytical Thinking | Collaboration | Problem Solving | Adaptability

Certifications

- Data Analytics and Visualization with Power BI – Great Learning
- Business Analysis Fundamentals – Simplilearn