

ARYAN PANWAR

Business Analyst | Requirements & Process Analysis | Product & Data-Driven Delivery

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PROFESSIONAL SUMMARY

Business Analyst with hands-on experience across 9 end-to-end shipped products, specializing in requirements gathering, BRD/FRD authoring, business process mapping, and gap analysis for B2B SaaS, compliance-first, and data-driven platforms. Skilled in translating stakeholder needs into user stories, acceptance criteria, and functional specifications; experienced in UAT planning, competitive and market research, and cross-functional stakeholder management. Proficient in advanced Excel, SQL fundamentals, and product analytics (PostHog, GA4), with Agile delivery experience via Jira. Certified by Microsoft (Enterprise PM), Google (AI Essentials), and NVIDIA (Transformer NLP).

CORE COMPETENCIES

Business Analysis: Requirements Gathering · BRD & FRD · User Stories & Acceptance Criteria · Business Process Mapping · Gap Analysis · UAT Planning & Execution · Root-Cause Analysis · Competitive & Market Research · Stakeholder Management

Product & Agile Delivery: Agile/Scrum · Sprint Planning · Backlog Management · Jira · Confluence · OKRs & KPIs · A/B Testing · Release Management · Cross-functional Collaboration

Analytics & Tools: Advanced Excel (Pivot Tables, Lookups) · SQL Fundamentals · PostHog · GA4 · Funnel Analysis · Figma · Notion

Systems & Technical: Salesforce (Admin) · CRM/ERP Concepts · Python · LLM APIs · FastAPI · Workflow Automation (N8n) · GitHub Actions/CI-CD

WORK EXPERIENCE

Instrumentation Engineering Intern — Indian Potash Limited, Muzaffarnagar, UP

Jun 2025 – Aug 2025

- Gathered and documented process requirements from operations teams; applied structured root-cause analysis to calibrate RTD Pt100 sensors, pressure transmitters, and flowmeters, and documented failure modes and SIS/ESD compliance protocols to support predictive maintenance and audit-readiness in a live, regulated industrial environment

PROJECT EXPERIENCE (BUSINESS ANALYSIS FOCUS)

AI-First CRM HCP — PhRMA-Compliant B2B Pharma CRM [GitHub](#)

2026 | Requirements Analysis · Compliance Mapping · Multi-Agent Orchestration · B2B SaaS

- Gathered business requirements from pharmaceutical sales workflows and authored a compliance-first specification (BRD-equivalent) for a PhRMA-regulated B2B CRM, replacing 3+ manual processes
- Mapped business requirements to technical acceptance criteria and compliance guardrails, building audit trails for regulatory adherence — a gap-analysis pattern directly replicable for ERP and enterprise workflow automation systems

FitWardrobe — Privacy-First AI Stylist App (Sole Founder & Business/Product Analyst) [Live Demo](#) | [Case Study](#) | [GitHub](#)

Jan 2026 – Present | Requirements & PRD Authoring · A/B Testing · Funnel Analysis · UAT

- Authored full PRD, defined OKRs & KPIs, and ran A/B tests on core user flows; tracked acquisition and activation via GA4 and PostHog, driving 4,380+ impressions and 2.5% CTR in 3 months with zero paid spend
- Ran root-cause/gap analysis on a Day-1 onboarding drop-off using PostHog funnel data, defined acceptance criteria for a fix, coordinated UAT via beta testing, and shipped the winning intervention in v1.0.1 — improving activation rate

SEO & GEO Optimizer — 14-Phase Agentic Workflow Automation Tool [Case Study](#) | [npm](#) | [GitHub](#)

Feb 2026 – Present | Market Research · Competitive Analysis · Requirements Documentation · UAT

- Conducted market research and competitive analysis; authored a 1,400-line requirements specification for a 14-phase workflow automation system with human-in-the-loop validation, sourced from official Google and Bing documentation and verified against 2025 Core Web Vitals
- Validated requirements across 6 AI dev environments (Cursor, Windsurf, GitHub Copilot, Replit, Lovable, Bolt) as part of UAT; published open-source npm package v1.2.0 covering Core Web Vitals, Schema Markup, and AI citation optimisation

Mithivoices — Open-Source AI Voice Platform [Case Study](#) | [GitHub](#)

Dec 2025 – Present | Scope Definition · Acceptance Criteria · Backlog Management · Release Management

- Defined product scope, release milestones, and acceptance criteria for a multi-LLM voice platform, shipping v0.2.0 within 30 days (19 neural voices, 8 languages, sub-450ms latency); managed backlog and sprint execution via Jira, structuring contributor feedback into acceptance-tested release cycles via CI/CD

EDUCATION

B.Tech — Electronics & Communication Engineering | MIET, Meerut, UP | CGPA: 7.00/10 | Published Researcher — JETIR (IF 7.95)

Jul 2022 – Jun 2026

CERTIFICATIONS

- Enterprise Product Management Fundamentals — Microsoft / Coursera — Mar 2026
- Google Prompting Essentials Specialization — Google / Coursera — Mar 2026
- Google AI Essentials Specialization — Google / Coursera — Feb 2026
- Intro to Transformer-Based NLP — NVIDIA Deep Learning Institute — Feb 2026

More projects: github.com/Aryanpanwar10005 | Portfolio: aryanpanwar.in