

DISHA RAWAT

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Jaipur

SUMMARY

Versatile and analytical Pre-Sales Business Analyst with hands-on experience in translating complex business needs into actionable solutions. Adept at supporting sales teams through requirement analysis, solution design, and client engagement. Proven ability to craft impactful demos, develop functional documentation, and align stakeholder goals with product capabilities. Strong communicator with a background in business analytics, offering a unique blend of technical insight and strategic thinking to support business growth and client success.

WORK EXPERIENCE

EmizenTech

Jaipur

Business Analyst

Jan 2025 – Present

- Collaborate closely with sales and product teams to gather client requirements and translate them into tailored solution proposals.
- Assist in crafting detailed business cases, RFP/RFI responses, and solution presentations aligned with customer expectations and business needs.
- Conduct discovery sessions and stakeholder interviews to understand client pain points, objectives, and constraints.
- Create compelling demos, wireframes, and flow diagrams to showcase product capabilities and align them with client workflows.
- Support the sales cycle by preparing technical and business documentation, including SoWs, effort estimates, and functional specs.
- Participate in pre-sales calls and product walkthroughs to bridge the gap between client needs and technical feasibility.
- Continuously liaise with delivery teams to ensure proposed solutions are realistic, scalable, and within scope.

Dotspace Technologies

Jaipur

Business Analyst Intern

Sept 2024 – Dec 2024

- Managing resource allocation for projects and monitoring their progress.
- Proficient in project management, including the creation of documentation such as flowcharts, SRS, requirements gathering, BRD, FRD, wireframes, and use cases.
- Facilitating communication among team members to clarify requirements and plan effectively.
- Skilled at handling clients and collaborating within a team.
- Analyzing and comprehending the business's needs.
- Commitment to ensuring continuous client satisfaction.
- Ensuring the seamless delivery of projects.
- Conducting gap analysis and outlining requirements.

ACHIEVEMENTS

- Organized and hosted a business seminar, including managing speakers and presentations in school.
- Successfully organized and executed Corpotics , attracting over 100 attendees.
- Excelled in impromptu speaking rounds, showcasing quick thinking and adaptability.

EDUCATION

College/School/University	Course	CGPA	Year of Passing
JECRC University (Pursuing)	BBA ISDC (Business Analytics)	8.4/10	2025
St. Angela Sophia School	XII – Commerce	8.8/10	2022
St. Angela Sophia School	X	9.1/10	2020

SKILLS

Soft Skills – Communication Skills, Problem-Solving, Critical Thinking, Collaboration & Teamwork, Leadership, Negotiation & Persuasion, Work Ethic

Hard Skills - Requirement Gathering & Documentation, Business Process Modelling, Wireframing & Prototyping, Software Development Life Cycle (SDLC), Excel, Power BI, Microsoft Office

AWARDS/ PROFESSIONAL CERTIFICATES

Internshala Trainings	Business Analytics Course affiliated with IIT Madras Udemy
Google	Certification in Fundamentals of Digital Marketing
Certification in Power BI	PWC Switzerland

INTERESTS

Dance, Music, Cooking or baking, Travel