

PRAVEEN KUMAR

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PROFESSIONAL OVERVIEW

Business and technology strategist with 6+ years of experience driving process innovation, data-led decision-making, and cross-functional alignment across tech, travel, and hospitality sectors. Expert in translating complex needs into scalable solutions that boost efficiency, adoption, and growth.

TECHNICAL SKILLS

- **Business Analysis & Strategy:** Requirement Gathering, Stakeholder Management, SWOT Analysis, Gap Analysis, Road Mapping, Feature Prioritization
- **Process Improvement & Frameworks:** Lean Six Sigma, Agile (Scrum, SAFe), Kanban, Design Thinking, AS-IS/TO-BE Mapping, Process Reengineering, SOP Creation
- **Project & Product Management Tools:** JIRA, Wrike, Trello, Asana Product Board, MS Project, MS Teams
- **Data Analysis & Automation:** SQL, Python, Excel (Advanced), Workflow Automation, Predictive Modeling, Data Reconciliation, HubSpot CRM, NLP Scripts
- **Data Visualization & Reporting:** Tableau, KPI Dashboards, Executive Reporting, Custom Analytics
- **Wireframing & Prototyping:** Lucid chart, Balsamiq, MS Visio
- **Testing & QA:** UAT Planning, Test Case Creation, Defect Tracking
- **Collaboration & Communication:** Slack, PowerPoint

PROFESSIONAL EXPERIENCE

MAHADEV PROPERTIES INC

Hampton, Virginia

Management Analyst

01/2024-Till date

- Captured cross-functional requirements across guest services and finance using JIRA, and Wrike, aligning Agile delivery with real-world property needs and reducing rework by 25%.
- Revamped core motel workflows via Lucid chart, MS Visio, and Kanban, applying Lean Six Sigma to cut cycle time by 40% and streamline operations across departments.
- Led strategic workshops using SWOT, Excel, and Balsamiq to identify feature gaps, driving a product roadmap that boosted user adoption by 35%.
- Prioritized and groomed product backlog in JIRA and Product Board, aligning features to market needs and expediting MVP rollout by three sprints.
- Built real-time dashboards with Tableau, SQL, and Python, enhancing visibility into revenue and occupancy metrics while reducing manual reporting by 50%.

TRUTRIP LLC

Telangana, India

Project Manager

01/2023-12/2023

- Streamlined partner onboarding processes by mapping end-to-end workflows, reducing integration time by 45% and enhancing vendor SLAs.
- Led pricing strategy initiatives by building competitive intelligence dashboards in Python and Excel, improving margins by 15% through dynamic fare analysis.
- Launched NPS and feedback tracking systems with Typeform, Google Sheets, and basic NLP scripts in Python—driving a 20% rise in customer satisfaction.
- Revamped SOPs and internal training content via Notion and Loom, cutting onboarding time by 35% and standardizing cross-functional processes.

TRUTRIP

Telangana, India

Project Coordinator

06/2018-06/2022

- Led cross-functional teams to streamline workflows, increasing operational efficiency by 35% through the integration of project management tools like Asana and Jira, and automating processes with MS Teams.
- Managed project timelines and resources by tracking key metrics using MS Project and Trello, reducing project delays by 20% while staying within budget.
- Enhanced client communication strategies, increasing customer satisfaction by 15% by utilizing tools like HubSpot CRM and Slack for real-time feedback and updates.

EDUCATION

CAMPBELLSVILLE UNIVERSITY

Master of Science in Information Technology and Management

Louisville, KY

01/2023-08/2024