

MEGHAL N CHOKSHI

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Summary

My career began in the Industrial Automation industry & then transitioned to ITES. It was a great transformation for me from being a technical engineer to a salesman (Industrial Automation) making my way into marketing research and finally into data analysis, where I am currently a Business Analyst.

Professional Experience

Business Analyst Mobius Knowledge Services Pvt. Ltd	Apr 2013 to Current Chennai
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- Understand the process, analyze business problems and document the project scope, objectives and constraints
- Detailed requirement gathering and identification of process improvement areas
- Document business process workflows, study system capabilities and write specifications
- Conduct informal and formal reviews to fix missing or unclear requirements
- Recommend software changes to existing systems and assess it to determine how well it meets the project objectives
- Work closely with the QA team to assist with the entire UAT process
- Document the testing process and report defects and variances from requirements
- Interact with client and multiple stakeholders exhibiting good stakeholder management

Achievements:

- Enhanced the existing process and improved its implementation which helped in saving time by 25%
- Ensured cost reduction for client and increase in volume deliverables, thereby expanding the project scope from Mobius end

Sales Executive Hiecon Technologies (ABB Channel Partner)	Jan 2010 to May 2011 Ahmedabad
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- Identified prospective customers using lead generating methods
- Customer interaction by offering solutions on application requirements, explaining the technical features of the product, customer referrals, and so on
- Offer product updates and business solution benefits to the customer
- Showcase values to the customer through company products and past performance
- Estimated & quoted prices and addressed customer questions and concerns regarding products, prices, availability, credit terms, warranties and delivery dates

Achievements:

Developed and secured new accounts by expanding customer sales by Rs.20 lakhs in 16 months

Automation Engineer Pima Controls Pvt. Ltd	Nov 2008 to Sept 2009 Ahmedabad
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- Understand client requirements and provide solutions after system analysis & detailed engineering of the machine
- Programming of PLC, HMI and SCADA based on various processes/applications
- Assisted in installation of wiring, electrical and electronic components in a control panel
- Trained on-site equipment operators, data entry and user personnel on operating procedure of automation products
- Responsible for entire system testing including Start-up, Support, Field Installation and Commissioning

Projects and Internships

Market Research Intern Schneider Electric India Pvt. Ltd

Apr 2012 to Jun 2012
Bangalore

Project Title: To estimate the medium market for Schneider power products in top 20 cities

- Designed questionnaire and conducted telephonic interviews to capture the required data
- Data analysis of actual sales (2011) Vs. potential sales (2012) of OEMs, Panel Builders and Contractors
- Established an estimated figure, which revealed the actual untapped potential of the existing medium market
- Data analysis, estimation and performance of Power Business Unit products in medium market

Embedded Systems Intern Touch Controls

Jan 2008 to Apr 2008
Baroda

Project Title: Universal I/P Two Wire Transmitter

- Developed an ultra-low power two wire transmitter with the micro-controller unit in which different types of thermocouples' like J, K, R, S, T, and RTD can be directly interfaced
- It displays accurate temperature and can also transmit 4-20ma

Education

Year	Examination	Institution	Marks Obtained
2013	PGDM (Marketing)	Loyola Institute of Business Administration, Chennai	6.08/9.00
2008	B.E (Instrumentation and Control)	Dharmsinh Desai Institute of Technology (DDIT), Gujarat	67.75%
2004	Class XII, Gujarat Board	N.R. High School (GLS), Ahmedabad	67.69%
2002	Class X, Gujarat Board	N.R. High School (GLS), Ahmedabad	83.71%

Positions of Responsibility

- Active member of BEACON, Business Ethics Conference organized by LIBA, Chennai
- Core member of Sessions and Technical Committee in INSTCON-07 at DDU, Nadiad

Extracurricular Activities

- Participated in Business Plan competition (LIME) held by HUL
- Presented a Business plan at Idea Conference 2011 organized by the National Social Entrepreneurship Forum
- Winner in Fashion Show event LIBA rated 2011
- Participated in Roborace at PREVOYANCE-06, a National Level Technical Event organized by EC Dept. at Nirma University, Ahmedabad
- Won 3rd prize in Long Jump and actively participated in athletic events in college
- Won Runners' Up Cup in Inter-school Cricket Tournament competition
- My other interests include Cricket, Drawing Portrait, and Painting