

Abhishek Kininge

BUSINESS ANALYSIS • BUSINESS INTELLIGENCE • PROCESS IMPROVEMENT

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SUMMARY

Senior Business Analyst and BI professional with 15+ years of experience translating complex business problems into structured requirements, measurable process improvements, and data-driven reporting solutions. Proven delivery across government, BFSI/Fintech, and manufacturing — producing BRDs, FRDs, use cases, user stories, AS-IS/TO-BE process maps, gap analysis, and KPI frameworks that align stakeholder needs with technical execution. Experienced facilitating requirement workshops with senior leadership, managing cross-functional alignment, and delivering UAT-validated analytics solutions, enabling data-driven decision making across complex, multi-stakeholder environments.

01 WORK EXPERIENCE

Independent Analyst — Business Analysis & BI

2021 – Present

Independent Consulting

- Delivered independent BA and BI consulting engagements — conducting market research, operational analysis, and performance reporting to support client decision-making across B2B development and vendor evaluation, including Power BI dashboard work for a healthcare client (JIH Healthcare).
- Completed 10+ structured certifications across Business Analysis, Power BI, AI tools, and Agile — building current, market-aligned capability across the full BA and BI skill set.

Sr. Project Consultant (Analyst)

2018 – 2021

Savitribai Phule Pune University • Dept. of Technology

IDDAC — Intelligent Dashboard & Data Analytics Centre • Tribal Development Dept., Govt. of Maharashtra

- Owned end-to-end business analysis for a centrally-funded government analytics initiative — facilitating requirement workshops and gap analysis to consolidate fragmented data from 6 live welfare applications into a unified reporting platform, enabling fund tracking and scheme monitoring for ~1 crore tribal beneficiaries across Maharashtra.
- Managed stakeholder alignment across 35+ government touchpoints — from Secretary and Commissioner level to 29 district project offices — conducting structured interviews, requirement workshops, and AS-IS process mapping to define the consolidated analytics platform scope.
- Delivered full BA scope for the Swayam & Hostel module — defining KPIs, dashboard specifications, use cases, user stories, and acceptance criteria through to successful deployment for TDD staff.
- Coordinated across government IT vendors (Mahaonline, Probity Soft, NIC) and managed project governance — maintaining requirement traceability, resolving data standardisation gaps, and handling budget reappropriation and utilization certificate submissions.

Business Intelligence Analyst

2017 – 2018

Opine Group • Deployed at Sarvatra Technologies (BFSI/Fintech)

- Sole on-site BA and BI resource for a BFSI/Fintech client — independently managed the full delivery lifecycle from requirement workshops, gap analysis, and BRD/FRD documentation through dimensional modelling, UAT, and stakeholder sign-off.
- Conducted gap analysis across fragmented Finance & Accounts processes — defining structured functional requirements, data dictionary, and a dimensional data model; replaced manual reporting with a centralised dashboard consolidating TallyERP and Excel data into real-time AR, revenue, dues, and settlement KPI views.
- Executed UAT with Finance and Senior Management stakeholders — validating all dashboard outputs and SSRS reports against source data and achieving formal sign-off, reducing financial report generation time from hours to minutes.

Process Improvement Leader

2010 – 2013

Brintons Carpets • India Design/Service Centre

UK-headquartered global manufacturer — supporting Americas, EMEA, and Asia Pacific operations

- Led structured RCA investigations and process improvement initiatives — reducing Internal Badly Defective (IBD) levels by ~70% through SOP development, quality checkpoint implementation, and change management across Design, Production, Planning, and Quality functions.
- Owned the BOS (Brintons Operating System) KPI reporting framework — conducting end-to-end AS-IS/TO-BE process mapping and tracking quality performance and customer complaint metrics; reported directly to Service Centre GM and Executive Director, Group Operations.

- Facilitated large and small-scale improvement initiatives across the global Service Centre — driving standardisation through structured capability development and cross-functional performance reviews.

OTHER EXPERIENCE

Business & Operations Manager

2013 – 2015

Mahalaxmi Co-Op Yarn Processors Ltd. · Garment Division

Managed production, quality, and HR for a 50+ person garment manufacturing unit. Tracked KPIs across output, defect levels, and delivery. Led new children's wear product line launch.

Consultant

2015 – 2016

TexCarp Consulting Pvt. Ltd.

Supported B2B client research, database compilation, process documentation, and training delivery for a UK-based engagement.

02 KEY SKILLS

BUSINESS ANALYSIS: Requirements Elicitation · Stakeholder Management · BRD · FRD · Use Cases · User Stories · Acceptance Criteria · AS-IS/TO-BE Modelling · Gap Analysis · Workshop Facilitation · Requirement Traceability · Agile & Scrum · RCA · Process Improvement

BI & DATA: SQL · Data Modelling · ETL · Data Analysis · Dashboard Design · KPI Reporting · Business Intelligence

TOOLS: Power BI · Excel · SSRS · SSIS · SQL Server · Jira · Confluence · Draw.io · Figma · Balsamiq · Notion

DOMAINS: Government / Education · BFSI / Fintech · Manufacturing / Textiles

03 PORTFOLIO PROJECTS

FinBridge — Loan Origination System

In-Progress

BA Portfolio Project · Independent

- Designing end-to-end BA documentation for a loan origination system grounded in Indian fintech infrastructure — covering OCEN, Account Aggregator, UPI, NACH, and e-KYC workflows.
- Producing full BA artefact set: BRD, process flows, AS-IS/TO-BE models, use cases, user stories with acceptance criteria, data dictionary, and wireframes.

Procurement Management Portal — ABC Tech

BACentric Capstone Project

- Digitised a hardware procurement process by designing a portal covering request, approval, and 3-way invoice matching workflows.
- Produced full BA documentation: BRD, process flows, role-specific user stories, validation rules, and stakeholder-aligned wireframes.

Library Management Portal — Pune University

BACentric Capstone Project

- Documented automation of book management, fine calculation, and user workflows for a university library system.
- Produced BRD, use cases, user stories with acceptance criteria, AS-IS/TO-BE models, and role-based UI wireframes.

04 CERTIFICATIONS

BUSINESS ANALYSIS

- Advanced Business Analysis — BACentric
- Career Essentials in Business Analysis — Microsoft

BUSINESS INTELLIGENCE

- Power BI Desktop — Maven Analytics
- Business Intelligence & Analytics — Opine Group
- Registered Scrum Basics — Scrum Inc.
- Agile Project Management — Atlassian

ARTIFICIAL INTELLIGENCE

- MS Copilot Studio Applied Skills — Microsoft
- Google AI Professional Certificate — Google
- Generative AI for Business Analysts — IBM

LEADERSHIP & STRATEGY

- McKinsey Forward Program — McKinsey & Company

05 EDUCATION

B.Text — Textile Engineering

2010

DKTES Textile & Engineering Institute · Shivaji University, Kolhapur