

Aayushi Pachorkar

IT Analyst

A detail-oriented developer with a strong technical background in development and technical support. Expertise translating customer requirements into testable engineering plans. Positively impact business outcomes by improving, maintaining and implementing changes in existing systems. Focused on quality and results while collaborating with others or working independently to exceed goals.

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WORK EXPERIENCE

Software Engineer

Affimintus Technologies

09/2022 - Present

Remote, India

Achievements/Tasks

- Successfully developed and deployed a couple of major solutions including HR Management system and CRM solutions
- Identified, analyzed and documented product requirements, converted requirements into userfriendly functionalities, testing and deployment onto client's infrastructure
- Developed multiple plugins using C# for various custom functionalities required in modules
- Collaborated with other technology teams to define protocols, REST API's, and data acquisition
- Created solutions using Dynamics 365 CRM and handled multiple dashboards using Excel, Power BI, SSRS, and SSAS
- Developed business plans, business process flows, requirement specifications, user documentation, and workflows
- Developed technical skills including MySQL, Java, JavaScript, REST API, Agile, and D365.

Business Development Executive- Part Time

Litigation Analytics Institute

05/2025 - Present

Toronto, Canada

Achievements/Tasks

- Manage end-to-end sales pipelines using HubSpot CRM, including automation workflows, lead nurturing, and client engagement tracking.
- Conduct discovery calls, product demos, and onboarding sessions to deliver tailored analytics solutions to legal clients.
- Collaborate with cross-functional teams to align business goals with project timelines, ensuring efficient execution.
- Use advanced Excel functions for forecasting, budget tracking, and performance dashboard creation. Handle invoicing, payment reconciliation, and financial reporting through QuickBooks Online.
- Oversee CRM and application enhancements, gather user feedback, and lead UAT for new features.
- Identify process inefficiencies and implement automation to enhance client response time and operational workflow

EDUCATION

Master's in Computer Science

Bishop's University

01/2021 - 09/2022

Sherbrooke, Canada

Bachelor's in Computer Science

Symbiosis University of Applied Sciences

07/2016 - 07/2020

Indore, India

SKILLS

Languages: Java, MySQL, C#, Dynamics 365 CRM, JavaScript

Applications & Tools: Azure Devops, PostGreSQL, Visual Studio, Power Apps, Power BI

Cloud Platforms: Microsoft Azure, AWS

Web Services & Framework: .Net, RESTful API's, SOAP, XML/JSON, JAVA & J2EE Design Pattern

Tools: IntelliJ, GIT, Excel, Google Workspace, IBM Cognos Analytics, Jupyter, MS Suite

Project Management Fundamentals: Agile, Waterfall, Scrum, Trello

INTERNSHIPS

Data Analyst Trainee- NPower Canada Toronto, Canada (01/2024 - 04/2024)

- Worked extensively on building an interactive dashboard and reports using Power BI, IBM's Cognos Analytics and various Excel charts/graphs
- Visualized data from multiple data sources like CRM and ERP systems
- Utilized Excel spreadsheets and Python libraries including Matplotlib, Seaborn, Plotly to perform data wrangling and data mining practices
- Used Azure services and controlled Azure spendings by applying recommended practices to minimize cost that best address a company's challenges

IT Tech Support Lead - GAOTek Inc. Toronto, Canada (07/2023 - 12/2023)

- Provided comprehensive technical support for out-of-the-box Dynamics 365 Sales features, ensuring optimal performance and user satisfaction.
- Configured D365 modules, entities, and workflows to align with business requirements without custom development.
- Monitored and managed support tickets through the Microsoft 365 admin center, maintaining accurate records and documentation.

CERTIFICATES, WORKSHOPS

Data Analyst Certificate- IBM (04/2024)

Microsoft AI-900 (02/2024)

Certificate for -Microsoft Power Apps Portals, Power Automate, Power BI (Pragmatic Works, Florida) (01/2024)