

# HINAL SOMANI

+91-9076138360

| hinalsomani92@gmail.com

| Malad, Mumbai

## PROFESSIONAL SUMMARY

Product Manager with 5+ years of experience in AML-Screening, KYC, and Capital Market. Skilled in translating complex regulatory requirements into scalable solutions and enhancing operational efficiency. Passionate about driving innovation in financial services through data-driven decision-making and user-centric design.

## WORK EXPERIENCE

**Sr. Manager - Business Analyst ,Vijya Fintech Pvt Ltd**

Dec 2024 - Present

- Delivered engaging product demonstrations to clients and stakeholders, clearly communicating the value and benefits of new features, fostering strong relationships and facilitating informed decision-making.
- Leveraged tools like Taiga, Confluence, Canva, Figma, and Microsoft Office to enhance product development processes.
- Streamlined the process of converting complex client requirements into detailed documentation, enabling teams to execute solutions more efficiently.
- Analyzed client needs and translated them into precise functional and technical specifications, ensuring clear, actionable plans for development.

**Product Analyst ,TSS Consultancy Pvt. Ltd.**

May 2022 - Sep 2024

- Achieved a 30% improvement in onboarding efficiency and product performance by implementing smart solutions that streamlined processes and enhanced user satisfaction.
- Optimized predefined processes for clients, resulting in a 45% improvement in process efficiency and smoother workflows.
- Led the team in gathering and analyzing software requirements, translating product logic into technical specifications, and enhancing the overall user experience through usability testing and iterative feedback loops.
- Spearheaded the adoption of Agile methodologies within the team, facilitating requirement refinement sessions, wireframing, and the creation of user flows, while playing a key role in design conceptualization.
- Collaborated closely with cross-functional teams to identify and analyze software product requirements, ensuring alignment with business goals and technical feasibility.
- Contributed to the creation and maintenance of essential project documentation, including Business Requirement Documents (BRD), Functional Specification Documents (FSD), User Manuals, and Version Release Notes, ensuring clarity and consistency across teams.
- Worked extensively with third-party datasets — analyzing, mapping, and making provisions for seamless integration into proprietary software solutions.
- Served key clients including PNB Metlife, SMFG (Fullerton), JM Financial, Zerodha, and ASK Investment Managers.
- Utilized tools such as JIRA, Draw.io, Excel, SQL, and Postman to drive product development and streamline workflows.

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## EXPERIENCE (CONTINUED)

**Associate Business Analyst, TSS Consultancy Pvt. Ltd**

Dec 2020 - May 2022

- Collaborated closely with product owners, business analysts, developers, and quality assurance teams to define project requirements, deliverables, ensuring adherence to timeline, and quality standards.
- Developed and maintained project plans, facilitated meetings for stakeholder alignment, collaborated with teams to define requirements and deliverables.
- Maintained transparent and proactive communication with clients and senior management through regular status updates and reports as well as managed stakeholder expectations by effectively negotiating scope changes and addressing concerns promptly.
- Mentored and coached junior project team members, providing guidance on project management best practices, tools, and techniques.
- Received accolades from PhonePe, PNB Metlife, and Axis Finance for effective project management, timely delivery, and proactive issue resolution.

**Equity Advisor, Motilal Oswal Financial Services LTD**

May 2018 - Aug 2019

- Providing information to the clients on daily basis. As per the market situation,
- advising the clients to maintain their financial portfolios. Equity Adviser and
- executing trades on behalf of clients

## Skills

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|--------------------------|-------------------------|------------------------|
| • Product Strategy       | • Roadmap Planning      | • Time-management      |
| • Agile Methodologies    | • Customer Service      | • Project Management   |
| • Stakeholder Management | • Data Analysis         | • Software Development |
| • UI/UX Designing        | • Requirement Gathering | • API Integration      |

## Education

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**PGDM - Finance**

2019-2021

Welingkar Institute of Management

**Bachelor in Management Studies**

2015-2018

KES College

## Certifications

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- VPs and Director of Product Management : Finding Excellence (Udemy)
- Microsoft Excel - From beginner to Advanced (Udemy)
- Agile & Scrum workshop