

SRUJAN RAJPURA

Business Analyst | Client Strategy | Project Management

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CAPM Certified (PMI)

SUMMARY

Business Analyst and Project Manager with 3+ years of experience spanning software development, client strategy, requirements analysis, and end-to-end project delivery. Progressed from frontend and Shopify development into client-facing project management, leading 10+ engagements and managing teams of 5–7 across concurrent projects. Experienced in problem discovery, solution recommendation, scope and cost optimization, stakeholder management, and translating business needs into practical technology solutions. Flagship engagement delivered 75% YoY revenue growth and \$18,000 in annual recurring revenue.

PROFESSIONAL EXPERIENCE

Botpro Solutions | Rajkot, Gujarat • Full-time • Aug 2023 – Present

Software Developer | Jun 2026 – Present

- Continue contributing technical expertise across Shopify/eCommerce solutions, platform integrations, and technical problem-solving while serving as Project Manager at Wolfpack Services.

Junior Software Developer | Jun 2024 – May 2026

- Developed and customized Shopify/eCommerce solutions for live client projects, working with Liquid, theme customization, platform functionality, and third-party/API integrations.
- Collaborated with designers and project stakeholders to translate requirements into technical implementations, troubleshoot issues, and support production delivery.
- Progressively expanded from development execution into client-facing solution discussions and project coordination, building the technical foundation for later project-management responsibilities.

Software Development Intern | Aug 2023 – May 2024

- Built foundational skills in HTML, CSS, JavaScript, and Angular before contributing to live client work as a shadow development resource.
- Transitioned into Shopify/eCommerce learning and hands-on development, establishing the platform expertise used in subsequent client engagements.

Wolfpack Services Inc. | Remote / Canada

Project Manager | Jan 2025 – Present

- Led 10+ end-to-end client engagements from problem discovery through go-live, translating business challenges into requirements, solution recommendations, project scope, and delivery plans.
- Led 10+ client discovery engagements focused on business pain points and underlying needs rather than predefined solutions; analyzed existing setups, identified unstated requirements, and recommended practical approaches.
- Advised clients on solution, scope, and cost decisions by challenging assumptions, optimizing requirements, and recommending phased approaches aligned with immediate priorities and longer-term goals.
- Managed 5–7 person cross-functional teams across 10+ concurrent projects, developing work breakdown structures, allocating resources, coordinating design/development/QA, and managing scope, timelines, and delivery milestones.
- Prepared and negotiated 5+ project agreements, estimates, proposals, and scope changes; managed stakeholder communication, client demos, approvals, change requests, and go-live coordination.
- Trained 3 Shopify developers, with 2 independently delivering projects, contributing to a 60% increase in team capacity.

AWARDS & RECOGNITION

- The Star of the Year (2024) • Botpro Solutions
- Savior of the Year (2025) • Botpro Solutions

SELECTED PROJECTS & CASE STUDIES

White Cloud Coffee | Premium Retail eCommerce Brand

Ongoing • 2–4 person team • 14+ months

Challenge: Legacy BigCommerce platform limited growth and lacked a recurring revenue model.

Solution: Migrated to Shopify, introduced a subscription model, and optimized the customer journey.

Impact: 75% revenue growth YoY • \$1,500/month recurring revenue • 14+ years of customer/order data migrated flawlessly.

Savage Billiards | Premium Billiards Retailer

Completed • 2–4 person team • 6–8 months

Challenge: Client initially sought fixes to a fragile WordPress/WooCommerce setup; the existing architecture created increasing complexity and limited future scalability.

Solution: Resolved critical checkout issues while analyzing longer-term requirements; recommended and delivered a Shopify-based platform revamp with POS and real-time inventory synchronization.

Impact: Unified online/offline channels • Improved performance and user experience • More scalable platform foundation.

Global Lounge | Non-Profit Organization

Completed • 2–3 person team • 2 months

Challenge: NGO needed eCommerce capability and a custom order flow with a partner organization.

Solution: Built eCommerce on Webflow and designed a custom integration for order flow to the partner system.

Impact: Added a revenue stream • Enabled partnership monetization • Progressed into marketing phase.

Emerald Eight Billiards | Private Billiards Club

Phase 1 Completed • 2–3 person team • 1–2 months

Challenge: Startup billiards club needed a web presence and eCommerce capability.

Solution: Led presales engagement, gathered requirements, and delivered Phase 1 website with basic eCommerce.

Impact: Website live and operational • Phase 2 planning underway.

Libbie Janse van Rensburg | Enterprise Sponsorship

In Progress • Leading project • 2–5 year engagement

Challenge: Professional web presence required alongside complex sponsorship terms and a long-term engagement structure.

Solution: Negotiated commercial terms, defined the engagement framework, and created a sponsorship agreement with a 3-month roadmap and clear deliverables.

Impact: Secured 2–5 year enterprise partnership • Established a structured commercial engagement • Foundation for long-term revenue model.

CORE COMPETENCIES

Business Analysis & Strategy: Requirements Elicitation • Client Discovery • Stakeholder Analysis • Solution Design • Strategic Recommendations • Scope & Cost Optimization

Project Management: End-to-End Delivery • Agile Project Management • Work Breakdown Structures • Resource Management • Timeline Management • Risk & Change Management

Client & Commercial Management: Stakeholder Engagement • Proposal Development • Contract Negotiation • Budget Negotiation • Client Presentations • Go-Live Coordination

Technology & Domain: eCommerce Platforms • Shopify • Liquid • Platform Migration • API Integrations • Customer Journey Optimization • GA4 Analytics

Team Leadership: Resource Allocation • Task Delegation • Quality Assurance • Team Mentoring • Cross-Functional Coordination

CERTIFICATIONS

- **Certified Associate in Project Management (CAPM)** • Project Management Institute (PMI) • August 22, 2026
- **Google Analytics Certification (GA4)** • Google • June 28, 2026

EDUCATION

- **Bachelor of Engineering (B.E.), Information Technology** • VVP Engineering College, Rajkot • 2024