


# Aditya Hirurkar

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## Summary

I'm currently an Associate Lead Analyst based in Hyderabad with a background in Mechanical Engineering. My career has taken me through various roles, including a technical customer engineer and successful entrepreneurship. I've now focused my expertise on **Apttus CPQ**, a vital software solution within the Salesforce ecosystem. I'm passionate about optimizing sales processes and customer engagement through **Apttus CPQ**, with a commitment to continuous learning in this domain.

## Skills

Business Analysis • Requirements Management • Business Requirements • Product Configuration • X-Author Contracts (Template Configuration) • Product Pricing and Structuring • Salesforce Admin • Team/Colleague Management • Timely Delivery

## Experience

### Associate Lead Analyst - Apttus CPQ Temenos

**Feb 2023 – Present (10 months)**

- Proficient in implementing and leveraging Apttus CPQ for sales optimization.
- Highly skilled in using X-Author Contracts to streamline contract management.
- Experienced in configuring products and pricing rules for accurate quoting.
- Knowledgeable in creating dynamic and customizable quotes based on customer needs.
- Proficient in training and supporting Apttus CPQ users.
- Experienced in troubleshooting and maintaining system integrity.

### Business Analyst – Apttus CPQ Temenos

**Mar 2022 – Feb 2023 (1 year)**

- Requirement Gathering: Collaborating with stakeholders to understand and document business needs.
- Analysis and Documentation: Creating clear documentation for reference.
- Stakeholder Communication: Facilitating effective communication between business and technical teams.
- Solution Design and Evaluation: Collaborating on solutions aligned with business requirements.
- Testing and Quality Assurance: Ensuring solutions meet quality standards.
- Continuous Improvement: Staying updated with industry trends and proposing process enhancements.
- Change Management: Supporting users during transitions for maximum solution benefits.
- Data Analysis and Insights: Utilizing data analysis for informed decision-making.



### **ANMR Engineering Solutions Pvt. Ltd.**

#### **Director**

**Jun 2016 – Jan 2022 (5 years 8 months)**

- Increasing profits and sales through innovative strategies.
- Prioritizing complete customer satisfaction.
- Engaging in strategic planning for sustainable success.
- Continuously analyzing company performance for informed decisions.
- Collaborating across teams to maximize overall performance and success.



### **Diffusion Engineers Ltd**

#### **Customer Engineer**

**Aug 2014 – Jan 2016 (1 year 6 months)**

- Customer Engineer based in Central India.
- Specialization in tailoring industrial solutions.
- Emphasis on conformal coatings expertise.
- Customized solutions to meet individual client needs.
- Focus on optimizing industrial processes for enhanced performance and reliability.

## **Honors & Awards**



### **Challenge - Temenos**

Oct 2023

To accept challenging work and deliver.



### **Commit - Temenos**

Oct 2023

For delivering Product, and Pricing Updates on time.



### **Commit - Temenos**

Sep 2023

Commitment towards work.

## **Education**



Nagpur University

Bachelor of Mechanical Engineering, Mechanical Engineering  
2009 – 2014, B.E Mechanical



Shikshan Maharshi Shrihari Jiwatode College of Science Management Studies, Chandrapur  
HSC, Science ( E&TC as Elective )  
2008 – 2009, Higher Secondary 12th



BJM Carmel Academy

SSE, Science, CBSE  
2006 – 2007, Senior Secondary 10th