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Summary

Currently based in Hyderabad and working as an Associate Lead Analyst with Temenos. My educational background lies in Mechanical Engineering, and I have gained experience in various roles throughout my career.

I started as a technical customer engineer, where I developed strong problem-solving skills and a deep understanding of customer needs. After that, I ventured into entrepreneurship and successfully ran my own startup for six years. This experience not only taught me the ins and outs of managing a business but also nurtured my resourcefulness and entrepreneurial spirit.

In the past year, I have transitioned into the IT sector, focusing on implementing Apttus CPQ, a widely used software solution within the Salesforce ecosystem. This move has allowed me to combine my technical expertise with my passion for customer engagement and sales optimization. I have quickly become proficient in leveraging Apttus CPQ and its related components, such as X-Author Contracts and Product Configuration to streamline sales processes and boost productivity.

My professional journey has been marked by my strong interpersonal skills and ability to interact effectively with customers and colleagues. I take pride in building strong relationships and ensuring clear communication. Additionally, my experience in team bonding and leadership has equipped me with the skills to guide and motivate teams toward successful outcomes.

Moving forward, my main interest lies in the Salesforce ecosystem and Apttus CPQ. I am committed to expanding my knowledge in this field, staying updated with the latest advancements, and constantly seeking innovative solutions to optimize sales processes and drive business growth. I approach my work with ambition, dedication, and a passion for personal growth.

Outside of work, I enjoy exploring new technologies, engaging in professional networking, actively participating in the tech community, and am keen on obtaining Salesforce Certifications. I thrive on continuous learning and strive to excel in my chosen field.

Experience

Associate Lead Analyst - Apttus CPQ

Temenos

Feb 2023 - Present (6 months)

1. Proficient in implementing and leveraging Apttus CPQ (Configure Price Quote) within the Salesforce ecosystem.
2. Highly skilled in utilizing X-Author Contracts, a component of Apttus CPQ, to streamline contract management processes.
3. Experienced in configuring products and pricing rules within Apttus CPQ to enable accurate and efficient quoting.
4. Knowledgeable in utilizing product configuration capabilities to create dynamic and customizable quotes, agreements and support document templates based on customer requirements.

5. Proficient in training and providing support to users of Apttus CPQ, ensuring smooth adoption and utilization of the system.
6. Experienced in troubleshooting and resolving issues related to Apttus CPQ and its functionalities to maintain system integrity and performance.

Business Analyst - Salesforce

Temenos

Mar 2022 - Feb 2023 (1 year)

As a Business Analyst, I play a critical role in bridging business objectives and technological solutions.

My key responsibilities include:

1. Requirement Gathering: Collaborating with stakeholders to understand and document their business needs.
2. Analysis and Documentation: Analyzing requirements and creating clear documentation for reference.
3. Stakeholder Communication: Acting as a liaison between business and technical teams, facilitating effective communication.
4. Solution Design and Evaluation: Collaborating on designing solutions aligned with business requirements.
5. Testing and Quality Assurance: Assisting in testing and ensuring solutions meet quality standards.
6. Continuous Improvement: Staying updated with industry trends and proposing process enhancements.
7. Change Management: Supporting users during transition and maximizing the benefits of implemented solutions.
8. Data Analysis and Insights: Utilizing data analysis to provide valuable insights for informed decision-making.

Overall, I contribute to successful project delivery by aligning business needs with technological solutions, driving growth and efficiency.

Director

ANMR ENGINEERING SOLUTIONS PVT. LTD

Jun 2016 - Jan 2022 (5 years 8 months)

Responsible for upscaling company in terms of profits, sales and complete customer satisfaction.

Customer Engineer

Diffusion Engineers Ltd

Aug 2014 - Jan 2016 (1 year 6 months)

Customer Engineer for Central India providing industrial solutions in conformal coatings.

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

2006 - 2007

CBSE

Licenses & Certifications

 **NX-CAD** - CADD Centre Training Services Pvt Ltd.



SFDC PLATFORM DEVELOPER I - Edureka



SFDC ADMINISTRATOR AND APP BUILDER - Edureka

Skills

Business Analysis • Requirements Management • Business Requirements • Marketing Management •
Product Configuration • X-Author Contracts (Template Configuration) • Product Pricing and Structuring •
Salesforce Admin • Engineering • NX CAD