**VENKUSA KABADI**

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**PROFILE SUMMARY**

Highly competent manager with 10years of salesforce implementation experience and a career focus on project and program management. Proactive leader with demonstrated experience in planning and managing projects and program, from initial planning to closing; Very good communicator; written and oral, with great leadership qualities, and up-to-date knowledge of new salesforce features; Possess the ability to offer quick solution to problems; Characterized as a trusted liaison between business and I.T team, guiding the organization toward functional, strategic, and operational optimization.

**ACCOMPLISHMENTS**

* Participated in release and change management processes, deployments ,integrations, upgrades, managing cross functional programs and documenting for compliance
* Proficient in handling integrating various applications including but not limited to WalkMe, Salesforce inbox, Adobe e-sign, DocuSign, Mulesoft, CPQ and Okta single sign on
* Ability to manage and interact with a large number of business stakeholders with various background as well as creating business case documents
* Possess extensive salesforce implementation experience, high-tech experience and a hands-on approach to efficiently execute task list and proactively lead a program track.
* Responsible for the overall accountability of salesforce program and projects and collaborating effectively with various teams, to effectively manage revenue sync between salesforce, order management system, Mulesoft and Oracle ERP financial cloud

**TECHNICAL SKILLSS**

**Salesforce Classic and Lightning Administration, solution design; Integration; Agile Scrum methodology; SDLC**

**KEY SKILLS**

* CRM
* Interpersonal
* Project Management
* Attention To Details
* Communication
* Problem Solving
* Time Management
* Organization
* Strategic thinking
* Planning & Resource Management
* Leadership & Team Building
* Analytical Skills

**EMPLOYMENTHISTORY**

**News America Marketing** 09/2016-Present

Senior Salesforce Business Analyst

* Planning and prioritizing overall Salesforce project tasks related to Quote to Cash processes with respect to road maps
* Regular technical discussions with the technical teams to come up with best solutions that matches the technical design of salesforce implementation
* Collaborate change management documentation, release notes and user guide for the entire salesforce project
* Supervising Administration of salesforce system using the data loader and implementing adobe e-sign application, Salesforce inbox, digital order management integration with salesforce.
* Preparing project plans, budget and resource planning with senior technology team as well as working closely with onshore and offshore team for strategizing salesforce tasks on regular basis targeted for on time delivery
* Merchandising US and Canada into ISOP order management system, NAM sell check forms, prospect transfer forms and pricing exception forms as well as sales Chat bot integration with salesforce
* Facilitating one on one sales report, dashboard training and training business about new functionality and hyper care

**Move Incorporation** 10/2015-07/2016

Salesforce Business Analyst

* Tracked daily issues sent by sales team, analyzed and reported to development team, assigned tasks/bugs to owners and tracked releases for the Salesforce project phase 1
* Led the technical and functional operations of salesforce projects, handled system administration tasks for the salesforce project implementation while discussing requirements with business stakeholders
* Assisted the sales enablement team to create and worked on training material for team, documented the procedure followed by team as well as managing change requests that were created and updated them accordingly for approval
* Worked across multiple I.T teams to achieve successful projects and conducted follow up calls and regular meetings with business stakeholders for their sales optimizer- KPIdesign/implementation in the organization

**Lead On Consultants** 02/2011-08/2015

Salesforce Lead Business Analyst

* Facilitated daily Jira Agile Scrum stand-ups with developers and assigned owners accordingly
* Led team of developers and business analyst on tasks needed to be done while discussing technical and functional design of tasks
* Interacted with various sales executives to gather requirement for role hierarchies and forecasting roll ups
* Created reports on analyzing sales numbers and providing possible recommendation to achieve and increase productivity for Salesforce U.I experience

**CERTIFICATIONS**

**Certified Salesforce Administrator**

**Certified Scrum Master by Scrum Alliance**

**Certified Flosum professional**

**EDUCATION**

**Bharatiya Vidya Bhavan** 06/2006

Post graduate Diploma, Business Management

**Vivekananda Degree College** 07/2003

Bachelor's Degree, Business Management