

Manthan Chhaya

Business Analyst And Architect CPQ



Personal Info

Address

E-502, Nirvana Residency
Karelibaugh, Near water
tank, Vadodara, Gujarat
390018

Phone

998 641 7622

E-mail

manthanchhaya@gmail.com

LinkedIn

<https://www.linkedin.com/in/manthan-chhaya-92b2132>

Skills

Business analysis

Excellent

CPQ

Excellent

Tacton

Very Good

Experienced Business Analyst with over 12+ years of experience (and nearly 4 years in CPQ). Excellent reputation for resolving problems, improving customer satisfaction, and driving overall operational improvements. Consistently saved costs while increasing profits.

Work History

2016-10 –
Current

Business Analyst / CPQ Tacton Specialist

Lucy Electric, Vadodara, Gujarat

- Working as CPQ Business Analyst and Tacton Specialist for variety of products (AMU/RMU/Switch Gears) for Lucy electric.
- Working for workflow start from CRM process till order won
- Implemented new sales requirement from traditional sales team approach to new gen CRM technologies with Salesforce/Microsoft Dynamics system in place

2016-03 –
2019-09

Business Analyst / CPQ Architect Consultant

Infosys, MYSORE, Karnataka

- Working as CPQ Architect for various projects and clients such as ABB/Kopter/Others (Electrical Equipment / Aerospace CPQ/ Heavy Machinery CPQ) providing end to end solution.
- Designed an innovative workflow CPQ/CRM solution for a \$10 million project
- Researched and resolved issues regarding integrity of data flow into CPQ databases.
- Partnered with CFO and financial team (Client) to create and revise annual budget for CPQ services.
- CRM/CPQ and QTO life cycle implementation using Apttus/SAP/Salesforce as CRM platform, Configit/Salesforce/Tacton as CPQ platform and Team centre as PDM platform with MuleSoft as middleware.
- Creating and validating rules of configuration.
- Implementation of different pricing rules and pricing matrix for different countries.
- Agile Project with JIRA platform as backup scrum master.
- Managed testing cycles, including test plan creation, development of scripts and co-ordination of user acceptance testing for Configit/Apttus software and applications.

Salesforce



Configit



AR VR



CRM



Apttus



Unity



CATIA



DESIGN SOFTWARE



SAP



2015-01 -
2016-02

- Led cross-functional teams to analyse and understand enterprise-wide operational impacts and opportunities of technology changes.
- Worked closely with software development and testing team members to design and develop robust CPQ solutions to meet client requirements for functionality, scalability and performance.
- Implemented business and technical client training on new systems and supervised software integration on client's website.

Business Analyst

Infosys Limited, MYSORE, Karnataka

- Worked for different POC's for AR VR with CPQ application with up to 2M USD projects.
- Worked on in house project for Demo purpose and showcased to different clients at India and Europe on several occasions.
- Evaluated AR/VR and CPQ trends to understand competitive environments and assess current strategies.
- Mapped process activities to identify shortfalls and identify options to rectify operational inefficiencies.
- Met with different stakeholders to study, identify root causes and build the CPQ/AR VR tools to increase the sales of the company.

2008-07 -
2014-12

Design Engineer/Senior Design Engineer/Technical Analyst

Infosys Limited, Mysore (India) and Baden (Switzerland),

- Studied the inputs given by aerodynamics team and design of Rotating Parts.
- Worked on concept design of Stationary Blades Last stage.
- Supported engineering design through analysis and simulation of prototypes and 3D (CATIA) computer models.
- Conducted research that tested and analysed feasibility, design, operation and performance of Turbine equipment, components and systems.
- Created Bills of Materials (BOM) and certifications.
- Interacted with project leaders and stakeholders to define requirements and generate and maintain design development documents.

Education

2004-06 -
2008-06

Bachelor of Engineering: Mechanical Engineering

VVP Engineering College - Rajkot, Gujarat

Certifications

2017-10

Configit Model CPQ

2012-02

Finance Distance Learning PGDBM

Accomplishments

- *Client Interface*
Worked in close collaboration with different clients for requirement gathering and providing guidance for creating architecture for CPQ. (Europe and India)
- *Staff Training*
Trained staff on CPQ and AR VR Domain.
- Awarded the star performer for 2 times.
- Designed an innovative workflow CPQ/CRM solution for a \$10 million project.
- *Data Organization*
Classified, recorded and summarized numerical and financial data to compile and keep financial records for ongoing projects.
- Took on tasks originally assigned to peers to decrease their workloads, completing them within expected time constraints.
- Promoted to Engineer/Senior Engineer/Team Analyst/Business Analyst (Team Lead) in 10 years.