

# SAVITA VASHISTH

(Salesforce/Apttus Business Analyst)

Hinjewadi Phase 1  
Pune - 411057  
Maharashtra

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**Professional Summary:** Having 4 years of total Industry Experience. Currently working with Wipro as Salesforce Consultant. Accomplished and proactive Salesforce professional with comprehensive technical and functional abilities and an impressive record in client interaction. My areas of expertise include requirement gathering, and analysis and currently working on Apttus contract life cycle management (CLM).

Have good knowledge to Apttus OOTB features from CPQ and CLM product and efficiently applying the same in the current implementation of customer project.

## CERTIFICATIONS

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- Salesforce Certified System Administrator
- Salesforce Certified Platform App Builder
- Apttus CPQ 201 Certified

## WORK EXPERIENCE

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**PROJECT NAME: Philips (Business Analyst)**  
(Dec 2019 - Present)

### RESPONSIBILITIES:

- Experience in building Business Cases, Features, User stories, Use cases, Functional requirement specifications (FRS) and User requirement specifications(URS).
- Responsible for creating, managing, and delivering of required documents for application.
- Planned and conducted requirements elicitation meetings with the business to collect functional and non-functional requirements relating to client's Salesforce technology enhancement and initiatives.
- Modified Business Requirement Document, identified process repetitions, bottlenecks and infrequent routes.
- Conducted brainstorming sessions with the development team to actively involve them during the requirements stage level analysis.
- Check whether the user stories are efficiently defined and cover all possible test cases and all acceptance criteria are achievable for acceptance of stories within the sprint timelines.
- Successfully drove product releases and sprints in agile methodology, Product demos.
- Implemented and delivered projects under Agile Development Environment and Test Driven.
- Deploy and implement day-to-day Business changes into salesforce.com workflows, Approval process, validation rules, Assignment rules and escalation rules.

- Collaborate with Business Sponsor to define scope of projects and timelines associated with completion of project.
- Monitor new Salesforce released features and functionality to provide recommendations for process.
- Designed various types of email templates for auto response to customers.
- Convert business requirements into system modules by Configuration (point and click method).

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**PROJECT NAME: Philips (Salesforce Administrator /Consultant)**

(April 2018 – November 2019)

**RESPONSIBILITIES:**

- Work on user stories and bugs if any.
- To Connect with Customer to understand the project requirements, business functionality and customer relationship management.
- Handling Client Queries and providing solutions.
- Unit test each component before handing over the functionalities to the testing team to minimize efforts during IST and UAT phase.
- Making the deployment request accurate and first time ready to make sure deployment errors are not encountered.
- Make sure best practices is followed while implementing any code change and make sure that it does not break any existing functionality, which is already developed.

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**PROJECT NAME: L'Oréal (Developer)**

(March 2017 – March 2018)

**RESPONSIBILITIES:**

- Analysis of enhancements and break fixes.
- Creation and assigning roles to users
- Worked on creating Objects, Page Layouts, Record Types, Relationships, Validation Rules, Workflows and Approval Process.
- Creating Public Groups, Queues, Permission Sets, Profiles, Users and Security Settings based on role hierarchy.
- Debugging unit testing.

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**ACADEMIC DETAILS**

- Masters in Technology (M.Tech)  
Majors in Computer Science and Engineering • BITS Pilani
- Bachelor of Computer Applications (BCA)  
Major in Computer Science and Engineering • CCS University

**PERSONAL DETAILS**

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Date of Birth	26June 1995
Languages known	English and Hindi
Passport Number	P-0828370

**DECLARATION**

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I hereby declare that the above-mentioned information is true to the best of my knowledge.

SAVITA VASHISTH