

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 5+ years in CPQ). Excellent reputation for resolving problems, improving customer satisfaction, and driving overall operational improvements. Consistently saved costs while increasing profits.

Work History

2019-10 –

Current

Business Analyst / CPQ Tacton Specialist

Lucy Electric, Vadodara, Gujarat

- Working as CPQ Business Analyst (Techno functional role) and Tacton Specialist for variety of products (AMU/RMU/Switch Gears) for Lucy electric.
- Working for entire life cycle workflow start from CRM (Lead Generation) process till order won (delivering the BOMs to PLM(Teamcenter) and ERP (SAP) system)
- Implemented new sales requirement from traditional sales team approach to new gen CRM technologies with Salesforce/Microsoft Dynamics system in place
- Interacting with the business teams and end users to understand the requirements, creating logic flows and presenting them pros and cons
- Implementation of new products/workflows into Tacton CPQ as Admin
- Integration of different system using different APIs. Good knowledge in mualsoft as middleware
- Training to user on frequent basis, mentoring new team members about Tacton Product
- Working on Dashboard creation for CPQ leads
- Working on Python scripts to automate process for CPQ lifecycle

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.

Salesforce CPQ



Configit CPQ



AR VR



CRM



Apttus CPQ



Python



CATIA



DESIGN SOFTWARE



SAP MM (user)



2015-01 -
2016-02

- 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.
- 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.
- 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.

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

2020-12

Tacton Learning completion

Tacton CPQ Product Model

Tacton CPQ Admin system

Tacton Pricing module

LinkedIN certification

Certification of completion –Learning Python

Certification of completion – Python for Automation

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.