

**Anurag Upadhyay**

**Team Lead**

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**Contact Information**

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**Certifications**

* Salesforce Admin
* Salesforce CPQ Specialist
* Salesforce Einstein Analytics
* Scrum Master – Skill soft
* SQL – Solo Learn
* NISM-Series XV: Equity Research Analyst Certification
* NISM-Series-VIII: Equity Derivatives Certification Examination-2018
* Quality Management System-2013

**Skills**

* SPSS & Statistics
* Data Analytics
* Advanced Excel
* SQL
* Project Management
* Resource Estimation & Planning
* Scrum
* Agile
* SDLC
* Pre-Sales
* Stakeholder Management
* Fundamental Analysis
* Derivatives
* Portfolio Management

PROFILE

* An engineering and management graduate, experienced professional in delivering projects & solutioning salesforce products.
* An agile enthusiast with 7+ years of Project management, Business Analysis, Client-Relationship building experience and leading major projects in high velocity project environments in varied industries at leading firms like Accenture & Larsen & Toubro.
* Experienced in business applications catering to needs of large user base related to sales & service processes and supply chain operation.
* Possesses excellent communication and interpersonal skills, building strong working relationships with multiple stakeholders.
* Ability to work both as part of a team as well as individual contributor, demonstrates highest levels of motivation and organization require to meet demanding deadlines.
* Ability to quickly ramp up on new technologies and experienced in delivering products built on different technologies.

CAREER HIGHLIGHTS

* 6+ years of professional experience in project planning, requirement analysis, project design, effort estimation, execution plan and implementation of business applications.
* Good functional understanding of business applications built on CPQ, Sales and Service Cloud of Salesforce.
* Experience in business process analysis, creating demos, designing new processes using both configuration and customization features, as required.
* Producing requirements documentation to a high standard that meet stakeholder needs, using requirements modeling techniques as appropriate.
* Managing the requirements throughout the project life cycle; ensuring effective scope control and ensuring solution compliance to requirements is traceable through to implementation.
* Have worked in cross-functional collaboration with multiple departments.
* Ability to produce high quality, detailed and thorough analysis documentation in order to present information effectively and clearly to stakeholders.
* Have worked with clients from multiple industries – Finance, Products, Steel Manufacturing, Telecommunications.

WORK EXPERIENCE

**Awards**

* Won 1st Prize in NM-IPL (Budgeting) competition conducted by NMIMS.
* Winner of Bears to Bulls- Stock Market Trading- GLIM-Gurgaon
* Winner- Concord- Business analytics and Marque (Marketing event)- IMT
* National Finalist in Analytics event “FIDLATICA 3.0” Conducted by SCMHRD
* Challenges in Outsourcing Analytics to India research Paper Selected in IEEE ICNTET Conference-2018

**Languages Known**

* English
* Hindi
* Bengali (Beginner)

**Interests**

* Martial Arts
* Movie Reviews

ACCENTURE, Bangalore June 2019 – Present

* Responsible for solution design on Salesforce, prototyping, proof-of-concepts, process design, functional analysis, and technical estimations using both configuration and customization features, catering to a large user base.
* Involved in solutioning for multiple projects having integration, data migration and custom objects.
* Responsible for project release timeline, build support, QA, Pre/Post UAT support, project delivery, meeting SLA, client reporting and managing backlog.
* Acting as a conduit between key business stakeholders and technology.
* Understanding pain points, fit gap analysis, assigning priorities, planning skills, team management and working to a deadline, Proposing and delivering Salesforce Solutions.
* Gather detailed business requirements and use cases and translate technical specifications into product requirements.
* Working closely with multiple stakeholders-SMEs, Delivery leads, Sales team, Leadership Team to ensure the solution is feasible.

LARSEN & TOUBRO June 2011 – May 2017

* Works as a Project Controller for Rs. 550 Cr net worth EPC projects for steel manufacturing industry.
* Works with project/business owner to define project scope and objectives.
* Responsible for project planning (resources & material), procurement, resource allocation & monitoring, estimation and budget management.
* Preparation of Job Cost Reports & MIS to analyses the cost margin for the project.
* Review Trend and Over run analysis of Projects using project management tools such as ERP, MS Projects and MS Excel.
* Order & Vendor Management, Amendment of Contract and resolution of contractual matters with project stakeholders.
* Liaising between project engineers and project stakeholders; fostering quality communication between engineering disciplines.

EDUCATION

* MBA – Welingkar, Mumbai June 2017 – May 2019

Post Graduate Diploma in Management (PGDM)

* B.E, VTU University, Belagavi Aug 2007 – May 2011

Electricals & Electronics Engineering