## Business System Analyst - Revenue

* Proven business analyst with experience in design, implementation and support for revenue related software projects
* Critical thinker and go getter attitude , clear concise communication and documentation
* Quick learner, team player and able to manage multiple tasks
* 10+ years of experience spreading across revenue recognition, order management, and sales operations.

# ***Skill Set***

# Experience in gathering, understanding and documenting business requirements; worked extensively on understanding the Business Requirement document (BRD) and mapping to functional design (FSD); identifying gaps and resolving issues before go live.

# Clear understanding of the five-step process under ASC 606 guidelines

# Understanding of various SSP rules & methodology – worked on cost based SSP, Follow Sell Price, RSSP

# Designed revenue release methods for SaaS organizations, hardware and maintenance lines

* Worked on Variable considerations, material rights, and long term/short term classifications

# Collaborated with cross functional teams externally and internally

# UAT Execution and user onboarding training

# Report reconciliation, Journal entries, MJE’s and Month End close process

* Hands on with RevSym, Repro, NetSuite/SAP data integration, SQL.

**Project Details**

**Client: Infoblox, Santa Clara Jan 2020-March 2020**

**Business System Analyst – SAP RevSym  
SAP America Inc., San Ramon, CA. (Contract)**

* Worked on enhancement requests for ASC 606 implementation
* Building new bundles and POB configurations based on business changes; Fixing historical data through SQL scripts Use of mass update and manual uploads for making corrections to existing data
* Implementation of Variable Considerations and Material Right
* Making SSP corrections based on business changes

**Client: Insight Inc., Phoenix, Arizona** **Aug 2019- Jan 2020**

**Business System Analyst – SAP RevSym  
SAP America Inc., San Ramon, CA. (Contract)**

* Implemented ASC 606 for revenue recognition and integration with SAP; complex designing of Rev rec system
* Key Challenge
  + Complex Bundle configurations for different business entities having cost margin based SSP
  + Resolved issues related to No account numbers coming in on sales orders or billing
  + Designed solution to problems like Revenue and cost need to be reversed as soon as data comes in. Only adjustment entries to be posted back to SAP.
  + Multiple types of cost associated with the sales order;
  + 106 Rebate programs were configured using Variable consideration
  + Worked closely with Integration team to establish integration with SAP; managed multiple field mappings and format standardization to have data flow in correctly to RevSym

**Client: Infoblox, Santa Clara** **Feb 2019- August 2019**

**Business System Analyst – SAP RevSym  
SAP America Inc., San Ramon, CA. (Contract)**

* Implementation of SAP RevSym based on Asc 606 and support for existing RevSym implemented for ASC 605; Integration with Oracle ERP; Requirements included parallel run of 605 and 606; Working with BIG 4 auditing teams for reports and month end close
* Key Challenges
  + Historical data for 2 years to be closed period by period; offered support to revenue team in resolving issues and working on reconciliation to establish beginning balance by closing all 24 periods
  + Worked with the revenue team, Implementation partner – KPMG and Auditing team work on parallel run periods, reconciliation and comparison of 605 vs 606 balances.
  + Data format and data cleanliness were key hindrances
  + SSP category being derived on another sales order attribute with hierarchies; Configured over 50+ SSP derivations and 100+ rules for set up.
  + Designing of Significant financing component and Managed Service Providers as SaaS offerings
  + Helping in reconciliation with liability balance, asset balance, Revenue waterfall, billing and cost reports

**Client: Couchbase, Santa Clara**  **Dec 2018- March 2019  
Business System Analyst – SAP RevSym  
SAP America Inc., San Ramon, CA. (Contract)**

* Implementation of SAP RevSym as a revenue recognition software integrating with NetSuite
* Key Challenges
  + Critical project with a very short implementation timeline
  + Integration with NetSuite was managed by a 3rd party and elongated process time
  + Key stakeholders including CFO, Controller moved on few weeks before going live
  + User and time stamping issues for data in stage (who created/who edited/last changed)
  + Project included setting up Revenue Bundles, managing associated costs and converting 2 years of historical data into the system.

**Client: Illumio Inc., Sunnyvale Feb 2018 – Jun 2018**

**Business Analyst   
Cloudely Inc. (Contract)**

* Worked with the business in the post implementation phase of SAP RevSym to manage revenue and reporting needs as per ASC 606 guidance.
* Worked on revenue recognition based on obligations delivered within SAP RevSym.
* Assisted with recon of liabilities and assets with SAP RevSym compared to NetSuite.
* Worked on analyzing and mitigating the month end close process in order to smoothen it and be aware of potential issues early in the process.

**MA Labs Inc., San Jose, CA Dec 2015 – Feb 2018**

**Account Manager – Purchase (Full time)**

* Key relationship management with customer teams including Purchasers & project managers for new business opportunities, product introduction, special price approvals and volume discounts.
* Worked on revenue projections, sales forecasting, booking, revenue recognition using standard rev rec.
* Invoicing customer orders as per T & c
* Purchase order fulfillment for multi-line PO, bill and hold, server assembly orders etc.
* Hands on with shipping polices, drop ship orders and international container shipments

**International Experience**

**IBM India Pvt. Ltd. (Gurgaon, India)**

Regional Sales Manager (Full time) May 2007– April 2009

**Microsoft India Pvt. Ltd. (Gurgaon, India)**

Sales Team Lead (Full time) July 2006 – May 2007  
Microsoft Business Solution Specialist (Full time) Aug 2005 – June 2006

**Education**

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| Master of Science - Industrial Systems Engineering | San Jose State University, CA | 2011- 2013 | GPA: 3.9/4.00 |
| Master of Management Studies | BITS, Pilani, India | 1998-2002 | GPA: 8.10/10 |

**Personal Details**

Visa Status: H4 EAD (Valid until October 2023)

Present City: San Jose, CA