

Kaustubh Shahakar
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Skill Set

- | | | |
|---|--------------------------------|--------------------------------|
| ~ Project Management | ~ Business Analysis | ~ Process Automation |
| ~ Salesforce & Finnone (LMS) | ~ Compliance Management | ~ BRD & UD Creation |
| ~ Instructional Designing | ~ Content Management | ~ L&D |

Organisational Experience

Bajaj Finance Limited, Pune Corporate Office **July 18 - Present**

Unit Manager – Rural COE (Business Projects & Governance)

Key Result Areas:

- End-to-end management of partner portal project website catering to all agencies of BFL.
- Planning and execution of Salesforce-based lead management app for Rural Gold Loans business.
- Assisting in execution of Lightning version of Salesforce for Rural Salaried Loan Business.
- Analyzing the data from capability feedbacks and giving actionable inputs to business & field team for process improvements.
- Monitoring Rural Term Loan business Sales Governance process and ensuring actionable inputs for satisfying business policy norms.
- Implementation and analysis of Performance Management System(PMS) process for Bajaj services lending agencies.

Manager - SME Underwriting COE (Salesforce Process & Training)

Key Result Areas:

- Launch of business products and processes for Underwriting business vertical inside BFL.
- Launched SFDC V2(Lightning) for Unsecured Business loans, Secured Loans, Doctors and other SME products (all programs PAN INDIA)
- Improving SOPs' for accelerated business
- Working on Annual Operating Plans and Long-Range Strategy of the business
- Design, streamline and institutionalize functional learning for underwriting team.
- Create interactive content using tools such as Articulate Storyline, Wochit, Vyond and PPT mix.

Wishbox India, Nagpur **July'17 – July'18**

Design Content Strategist & Client Servicing Manager

- Design Content Management for clients varying from multiple sectors.
- Create branding strategies and marketing solutions for stakeholders

Harrier Information Systems, Nagpur **Dec'16 – July'17**
Content Manager

- Create, manage and proofread content for US clients based out of Healthcare industry.

Achievements

- Design strategist of an international conference "IREFCON-18" for Calderys & IRMA and of SME Underwriting Awards Night for Bajaj Finance Ltd.
- Achieved Super Achiever, Make a Difference and Kudos award in Bajaj Finance Ltd.
- Was published in a book "We Are Not Alone" by Cypher Publishers
- Won Science Olympiads, poetry and spell-bee awards.

Academic Details

- B.E. (Computers) - Mumbai University, MGMCET – 2017
- 12th HSC - Nandanvan Junior College, Nagpur - 70.83% - 2012

- 10th CBSE - Swaminarayan School Nagpur - 92.60% - 2010

Personal Details

Date of Birth: 3rd August 1994
Languages: English, Hindi, Marathi
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