

# KAUSTUBH SHAHAKAR

B U S I N E S S   A N A L Y S T



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#J201, NIT Flats, KDK College,  
Nagpur-09

## SKILLS

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

## INTERESTS

Stock Market Analysis

Formula 1

Keyboard

Hiking

## LANGUAGES

- English
- Hindi
- Marathi

## EXPERIENCE

### Bajaj Finance Limited, Pune Corporate Office

July'18 - Present

#### ► Unit Manager – Rural COE (Business Projects & Governance)

- End-to-end management of partner portal project website catering to BFL vendors.
- 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 Loans.
- 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

- Launch of business products and processes for BFL Underwriting business vertical.
- Launched & managed Salesforce(Lightning) for Unsecured /Secured Business loans, Doctors (all programs PANINDIA).
- Risk Policy Automation on Salesforce platform.
- 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

#### ► 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

## ACADEMICS

### B.E. (Computers)

Mumbai University, MGM CET

2017

### 12th HSC

Nandanvan Junior College, Nagpur

2012

### 10th CBSE

Swaminarayan School, Nagpur

2010