

Yash Kaushik

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Salesforce Consultant - BA

Certified Salesforce Functional Consultant offering 5+ years of experience

Skilled in working clients/onshore-consultants, driving Discovery and Requirements gathering sessions, Interpreting user needs and writing functional specifications for new systems, system changes or system enhancements, providing user trainings and Client demos

Profile

- Worked as BA and Project coordinator in more than 20+ projects
- Worked on customize CPQ, Price, Product, Quote, Contract management Community, Sales and Service cloud applications
- Currently working in "CLM-Contract Life Cycle Management" using Apttus on customizes CPQ Salesforce. Created contract for US & Canada customers and generated E-sign copy agreement with terms & conditions
- Gathered requirement from stakeholders, Business users and documented in the form of BRD or User stories, reviewing test case, and driving. Create presentation slides for end user demo.
- Analyzed Risk, compatibility with existing functionality and impact of change request or new enhancements..
- Run scrum ceremonies including daily huddles, backlog refinement meetings, sprint planning and sprint retro to actively manage risks and external dependencies
- Facilitating discussion, decision making, conflict resolution, promote joint accountability for results and solving productivity issues
- Worked on Salesforce admin tasks like Profile configuration, Record type, page layout, permission sets, sharing rules, workflow, Roles assigned and Groups access & rights. Worked on Queues and Approval process

Experience summary

- Working as a Salesforce Business Analyst in a Contract Lifecycle management domain customized in CPQ Salesforce where we created contract for US/Canada
- Run scrum ceremonies, e.g., daily huddles backlog grooming, sprint planning and sprint retros to actively manage risks & external dependencies
- Created User Stories in Jira or excel sheet in specific template mentioned Acceptance criteria, functional Created User Stories in Jira or excel sheet in specific template mentioned Acceptance criteria, functional
- Given functionality demo to end user using good presentation slides and provided Release notes after deployed on production
- Coordinated with Technical team, QA Team and Architecture
- Worked on Agile methodologies and related tools. Conduct workshops, discussions, brainstorming with Business and related stakeholders for requirement understanding
- Analyze, elucidate and document requirements (BRDs, FSDs, Use Cases, Process Models, etc.).
- Evaluating business processes, anticipating requirements, uncovering areas for improvement, and developing and implementing solutions
- Conducting meetings and presentations to share ideas and findings
- Gathering critical information from meetings with various stakeholder and producing useful salesforce reports & Dashboards
- Assists in enforcement of project deadlines and schedules
- Evaluating business processes, anticipating requirements, uncovering areas for improvement, and developing and implementing solutions
- Assist product managers to shape the product road-map and vision