**GAURAV KUMAR**

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**OBJECTIVE**

Seeking Business Analyst/Product owner Role in well reputed organization which provides opportunities for professional growth and advancement, and utilize the experience acquired in becoming a valuable team member**.**



**PROFILE**

* ~6 years of experience in **Business analysis** with a demonstrated history of working in the IT industry.
* Having experience in **Salesforce** implementation, mobility and web based solutions.
* Worked on **6** Salesforce implementation projects which includes **Sales cloud**, **Community Cloud** and **CPQ**.
* Self motivated, hard working and goal-oriented with a high degree of flexibility, creativity, resourcefulness, commitment and optimism.
* Result oriented individual with strong analytical and interpersonal skills and a **quick learner** with high levels of adaptability and ability to take initiative.
* Good **communication skills**, verbal as well as written coupled with exceptional presentation skills.
* An effective team player with exceptional planning and execution skills coupled with a systematic approach and quick adaptability



**Experience: (Total 5 years 11 Months)**

1. Company: **Girikon Solutions** Private Limited)

Designation: Business Analyst

Duration: 2.8 Years (30.04.2018 to Current)

* **Gathering requirement** and drafting the requirement document with agreed formatting.
* Conducting **KT session** with development team members with agreed use cases with business stakeholder.
* Prepare **project plan** and execute as per, as well as clarify the story in case team member face challenge to understand.
* Draft Project documents such as **BRD**, **User story**, **acceptance criteria**, **test cases**, **user manual** as well as others.
* Actively participate in story grooming, **sprint execution**, and **scrum meeting**.
* Conduct internal meeting to track progress as well as discuss on the impediments if any.
* Demonstrate the product on completion of each **sprint** to decision maker and share **PPT** for the same.
* Interacting with client for project execution process smoothly.
* Involved in **Presales activities** occasionally which includes the activities such as **RFP** creation, diagram drafting, requirement freezing, feasibility check and solution proposing.

1. Company: **Cubewires** Solutions Private Limited, Noida (UP)

Designation: Business Analyst

Duration: 1.7 years (22.08.2016 to Current)

* Requirement Gathering from stakeholders
* Produce documentation in form of User story, scope of work, data flow diagram , Use cases Diagram, ER diagram
* Prepare wireframe by using balsamiq, Moqups and other tools if required
* Communication with Client
* Making understand internal team about the requirement
* Prepare PPT/case study
* Support Business development Team by sharing estimation

1. Company: **Sphinx** Solutions Private Limited, Pune(Maharashtra)

Designation: Business Development Executive

Duration: 11 Months (14.9.2015 to 3.8.2016)

* Exploring business opportunity on freelancing portals (Elance, Freelancer).
* Help SME and entrepreneurs by making their vision fulfill
* Add value in team by putting restless & smart effort
* Proposing potential business deals by contacting potential partners; discovering and exploring opportunities.
* Involved in presales activities to strengthen process
* Developing negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
* Closing new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
* Actively involved in managing Escalation calls activities.

1. Company: **Innverse** Technology Private Limited, Noida (UP)

Designation: Business Analyst

Duration: 10 Months (22.9.2014 to 11.06.2015)

* Requirement gathering through several channels such as Skype, Google+ and personal visit
* Drafting scope of work document based on the client requirement
* Involved in presales activities
* Co-ordinate with development team to know the progress status
* Draft several business diagrams by using wireframe tools

**Summer Internship**

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| **currency derivative and SHORT TERM INVESTMENT STRATEGY** |  |
| Company: SHAREKHAN LTD. |  |
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| Duration: 12TH June 2013—12TH August 2013  **Project undertaken**:   * Gather information about several listed companies. * Provide profit and loyalty of consumers. * Research activity and analysis of Market |  |

**EDUCATIONAL CREDENTIALS**

**Post Graduation in Diploma & Management- FINANCE** 2012- 2014

Indian Institute of Planning & Management (New Delhi); 78%

**BACHELOR IN ENGINEERING – INFORMATION SCIENCE & ENGINEERING 2008 - 2012**

AMC Engineering College, Visvesvaraya University (Bangalore); 64%

**Class XII** **2008**

College of commerce, (B.I.E.B); 63%

**Class X** **2005**

Kshatriya high school, (B.S.E.B.); 72%

**Skills:**

Business Analysis, Requirement Gathering, Salesforce, Admin 201, CSM, CSPO, Gap Analysis, Project Estimation, Functional requirement specification, UML, Data Flow Diagram, Wireframe, Prototype, project co-ordination, BRD.

**Tools:**

JIRA, VISIO, Basecamp, MS word, MS excel, Balsamiq, Invision, Creately, Gliffy, Proto.io.

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**Extra Curricular Accolades**

* Was a district level player in basketball.
* Was a captain of School cricket Team
* Winner of semi-athletics game at college level.
* Was an activity organizer of INFERNO annual program AMC ENGINEERING COLLEGE
* Was an active member of the Organizing Committee of the event “CICERO’S” IIPM College.
* Was an active member of the Organizing Committee of the college fest “AMAZE”.