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| |  | | --- | | **SHASHANK SRIVASTAVA**  Scaling new heights of success with hard work & dedication and leaving a mark of excellence at each step; targeting for senior level assignments in **Salesforce and integrated in Marketing & Sales operations** with a leading organization  **Phone: +91-** **8840411014 | E-Mail: shashank121085@gmail.com** | |
| * **Project Management Professional with over 10 years of experience in** extending Technical Support, Project Planning, Financial Operations, Site Execution and Vendor Management in the Electrical Power industry * **Successfully managed all techno-commercial aspects of projects during execution stages**, delivering projects strictly adhering to schedules & specifications while meeting cost & profitability objectives * **Excels in managing a diverse range of activities** such as evaluation of strategic plans, process, capacity planning, process control, Shutdown/Startup planning; expertise in managing erection & commissioning of equipment thereby reducing downtime and enhancing operational effectivenes * **Professional excellence in:** * Support and maintaining high level of excellence and support for business critical salesforce process and accuracy and completeness of **Salesforce data.** * Daily administration and support of **salesforce application** timely and accurate resolution of support request ,ability to identify, troubleshoot ,diagnose and responds to issues and request * Capabilities in interacting with Clients/Vendors/Engineers and formulating technical documents for resolving loopholes & tracking the progress; skills in financial operations w.r.t estimation planning, analysis of revenue leakage and taking corrective measures * Develop,create and maintain customized **Report and Dashboards.** * Team-based management style coupled with the zeal to motivate peak individual performances with exceptional communication skills      |  |  |  | | --- | --- | --- | | **Project Management** | **Business Development(B2B)** | **Visualforce** | | **Vendor Management** | **SOAP** | **Salesforce Einstein Analytics** | |  |  |  | | **Cross-functional Coordin** | **Data Loader** | **Lighting components** | |  |  |  |     **April’19 – Dec’19 with RK Industries, Bareilly (U.P.) as Project Manager**  **Jun’17 – Apr’19 with IL&FS Engineering and Construction Company Limited, Gurugram as Deputy Manager**  **Dec’16 – Jun’17 with KEI Limited, Delhi as Assistance Project Manager of IPDS**  **Feb’15 – Dec’16 with JAKSON Limited, Noida as a Senior Team Member**  **Sep’09 - Jan’15 with Megha Engineering & Infrastructure Limited, Hyderabad as a Senior Engg**  **Key Result Areas:**   * **Directed end-to-end activities from planning, monitoring to financial controlling** phases of project lifecycle to overall inter-discipline coordination & administration and managing progress with assured quality & budget * Showcased excellence in: * Work collaboratively with others on both onshore and offshore teams to create custom, scalable processes for the enterprise CRM * Liaise with technical lead to build and implementation of API and integration solutions for internal and external systems. * **Coordinated with external agencies for techno-commercial negotiations**, preparation of tender/contract documents, cost estimates, including billing, variation / deviation proposals, claims, so on * **Controlled projects with respect to cost, resource deployment**, time overruns and quality compliance to ensure satisfactory execution of projects * **Networked with consultants/clients/contractors** to ascertain technical specifications and prepared a detailed estimate of the project accounting for material required at Site, Labour & Transportation and Road Restoration * Monitored a wide variety of tasks including: * Setup, configuration and maintenance App exchange products and business rules * Analyze business processes, configuring CRM out of the box features and custom solutions for specific business needs * Provide functional support for salesforce CRM products on lightning platform Einstein analytics, Contract management(Docusign-CLM/SpringCM), Sales cloud, training related tools(Walkme) and enhancement projects. * **Scrutinized day-to-day progress and preparing weekly report;** attended project & review meetings & discussions with the client during preparation & execution phase * **Performed cost comparison analysis of subcontractors** vs. self-performance to maintain cost controls; reviewed material/subcontractor invoices for approval * **Directed & instructed Maintenance Technicians and monitoring expenses** with optimum utilization of resources; ensured zero accidents with zero loss to man, plant & machinery * **Planned and executed preventive maintenance schedules for various equipment** / lines to increase machine uptime & equipment reliability * **Created & sustained a dynamic environment** that fosters development opportunities & motivates high performance amongst team members   **Notable Accomplishments:**   * **Independently managed complete preparation and presentation of MIS for a** project that had been anticipated as a “low margin” project; **efforts suggested the overall margin of the project cost to be over than 20%**      * **2020-2022: MBA – Finance & Marketing**  from UPTU, Noida * **2009: B.E (Electrical)** from Rajasthan University, Jaipur * **Technical Skills** * MS- Excel, MS Project,PERT and Gantt chart. * **Salesforce.com** * Load flow Analysis with Cymdist and Neplan (ABB) software * **Data Analysis : R/Python** * **Data Visualization : Tableau** |
| Date of Birth: 15th Oct 1985  Address: MM 38, Premchandra Nagar Colony, Pandaypur, Varanasi  Languages Known: English & Hindi |