

Pradeep Uchale

Sr. Functional Consultant

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Certified Salesforce Consultant with 7+ years of experience in IT industry as Functional Consultant and Business Analyst with Ranger Trailhead Rank. Extensive hands-on experience in designing highly efficient end to end solutions for Service cloud and Field service lightning. Highly proficient in performing requirement analysis using Agile methodologies and extensively involved in designing, developing, testing and deploying solution to meet business requirements.



Certification and Superbadges

- Trailhead Ranger
- Salesforce Certified Administrator
- Business Administration Specialist
- Service Cloud Specialist
- Lightning Experience Rollout Specialist
- Security Specialist
- Lightning Experience Reports & Dashboards Specialist



Skills

- Business Analysis
- Solution Designing
- Requirement Gathering
- Salesforce Lightning Service Console
- Field Service Lightning
- Salesforce Administration
- Functional Consultant
- Problem Solving
- Project Documentation



Work History

May 2020 - **Senior Consultant**

Current

Wipro, Mumbai

- Collaborated with Business, IT Business Partners, Architects and Tech Leads to elaborate on requirements
- Optimized system and platform performance capabilities in most efficient, practical way possible
- Mapped process activities to identify shortfalls and propose options to rectify operational inefficiencies
- Build effective and productive key business stakeholder relationships (including Business Process/Product Owners, Designers)
- Complete involvement in solution design and estimations to fulfil business requirements in productive and efficient manner
- Participated in continuous improvement by generating suggestions, engaging in problem-solving activities to support teamwork
- Managed to maximize use and acceptance of standard/catalogue-based solutions to support business needs driving industry best practices processes
- Maintained product backlog with user stories to cover development effort for upcoming sprints
- Developed user stories with functional operational requirements and worked with client on elaboration and ambiguity resolution
- Delivered effective presentations and demonstrations of build solution for validation of ongoing deliverables against requirements
- Validation of test scenarios and complete test phase to analyze any gaps prior user acceptance test (UAT)
- Conducted training sessions for key users and training teams for effective use of solutions
- Effectively participated in all agile ceremonies including sprint planning, backlog refinement, stand-ups, review and retrospective
- Actively participated in all initiatives led by Wipro for Salesforce practice development

May 2017 - **Consultant**

Mar 2020

KPMG, Mumbai

- Worked as key member of Project Management Unit for Finance Minister of Maharashtra, monitoring and tracking projects through dashboards with project tracker
- Assisted government officials in designing scope of work and pre-bid qualification evaluation criteria's
- Conducted as-is and benchmarking studies for RFPs coordination with stakeholders for formulation of to-be process in proposal making
- Assisted Finance minister in tracking key tasks for certain projects with detailed researches
- Compiled and analyzed various data received for generating reports as per requirement

- Provided presentable data and reports as per requirements stated by State and Central authorities
- Assisted Mission Director in overall planning, strategy, implementation and management of Solar Charkha Mission conducted KVIC
- Conducted surveys to identify key strategic location with local police for implementation of CCTV surveillance system under Maharashtra Police Department

May 2015 - Territory Sales Manager

May 2017 *Practo Technologies Pvt. Ltd., Mumbai*

- Managed business development activities like engaging prospects and demonstrating key offerings to organizations in Mid-market segment like hospital chains
- Developed sales strategy as per market conditions by evaluating competition and delivered revenue target month-on-month as part of high growth company
- Interacted with external stakeholders to expand Practo Ad Slot business and on boarding of major healthcare and diagnostics firms across Mumbai region
- Ensured thorough follow up and connect with on boarded client for usage of products to enhance client retention
- Achieved highest revenue by delivered outstanding performance pan India in month of December,2016



Education

Aug 2013 - MBA

May 2015 *Welingkar Institute of Management - Mumbai*

Jun 2008 - B. Tech.

May 2012 *Dr. Babasaheb Ambedkar Technological University - Lonere, Raigad*