

Amol Kolhe

Business Consultant

Solution driven Consultant with experience in analysing requirements, development and implementation of business plans, documentation, handling international clients, managing Key Accounts and delivery of process innovations, driving the attainment of business goals.



amol307k@gmail.com



+91 7977164543 / 9768209303



30 July, 1993



[linkedin.com/in/amolkolhe300793](https://www.linkedin.com/in/amolkolhe300793)



New Panvel, 410206. Navi Mumbai

Skills

Project Management

Process Modelling

Business Analyst

Strategy Planning

Problem Solving

Gap Analysis

CRMNext Projects

SBI

- SME, Mutual Funds
- Corporate groups (CAG, CCG, CLG, FIG)
- Agri Banking
- Home Loans, Customer 360

Abu Dhabi Islamic Bank

- Loan Collection System
- Complaints management
- Account opening
- Campaign management

Certifications

SAP Material Management (ID # 0019737330) - SAP

Salesforce - Intellipath

Project Management Foundations- LinkedIn

Project Management Foundations: Risk -LinkedIn

Work Experience

Business Consultant / Product Owner

Acidaes Solutions Pvt. Ltd - CRMNEXT (Working at Client location SBI)

Clients Worked with - SBI and Abu Dhabi Islamic Bank

02/2019 – Present

Achievements/Tasks

- Requirement gathering and preparing detailed Solution Approach Document and wireframes using 'Pencil' Tool/Excel/Bizagi.
- To-and-fro interaction with the product team for designing and implementing new changes in Product.
- Responsible for making different modules go live and acting as a project manager for the same modules.
- Conducted Business requirement walkthrough for Clients, Business stakeholders, IT, and QA/SIT/UAT teams.
- Managing Key Accounts, maintaining, and building relations with existing and new clients to increase business goals.
- Mentioning the required API structures to store correct user data in LOS and database.
- Defining As-Is/To-Be process, user stories, designing WBS and development estimation.

Executive Relationship Manager

SBI Asset Management (Product Development and Marketing)

04/2018 – 10/2018

Achievements/Tasks

- Conducting meetings with Individual Financial Advisors
- Analyzing various investment products and building a portfolio as per the client's requirement.
- Goal Planning for Retail Customers
- Support Responsibility for solving Customers queries

Junior Engineer

Entech Industries

06/2015 – 03/2016

Achievements/Tasks

- Ensure electric components of Power and Main distribution channel are properly assembled and provide appropriate readings
- Working with retailers to make sure they receive their goods on time and in the right condition
- Managing various Vendors and Customers
- Monitor operations to ensure that they meet production standards

Education

Degree	Institute	Percentage	Year
P.G.D.M (Finance)	Chetana's Institute of Management & Research (Summer Internship With HDFC Bank)	72.96	2018
B.E (Electronics)	Pillai's Institute of Information Technology	62.38	2015
H.S.C	D D N B College	78.83	2011
S.S.C	C K Thakur Vidyalaya	89.38	2009

Salesforce Projects

Real-time Inventory Management

Industry: Retail

Problem Statement: How to keep track of the inventory and product purchase in real-time to keep products well-stocked

Topics: This project was based on retail inventory management. We deployed real-time tracking and analysis for the four different categories of product, inventory, sales, and customer. This is a multiple to multiple relationships, whenever a product is sold it has to be replaced in the inventory. Listed the products bought by the customer, the details of the customer and such other data.

Highlight:

- Tracking customer information through various parameters
- Updating inventory when a product moves out
- Keeping track of products sold to customers.

Creating a Library Management System

Industry: Education

Problem Statement: How to keep track of all books and ensure that requests for books are met and books are returned on time.

Topics: Created a Salesforce library management system for keeping track of all books, all the requests for books that are coming, searching for books based on title, author or name of the book, giving the admin rights to the librarians to ensure that it is a smooth and well-oiled machine.

Highlights:

- Create a Salesforce Apex platform
- Customization of Salesforce
- Analysing data with Reports.

Understanding Salesforce Admin and Developer concepts

Industry: General

Problem Statement: Familiarizing with the various Salesforce aspects

Topics: In this Salesforce project, I worked on the cloud computing scenario. Meaning of Salesforce Objects, user creation, dashboards and reports, workflow in Salesforce, Process builder, and validation rules Salesforce development and administration and so on were demonstrated.

Requirements:

- Extending access with Permission sets
- Bulk export of data with Data Loader
- Importing data with Import Wizard.

Languages:

English, Hindi, Marathi (Full Professional Proficiency)