

Atul Fartiyal

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CAREER OBJECTIVE:

Secure a responsible career opportunity to fully utilize my training and skills, while making a significant contribution to the success of the company. Possess a knack of applying analytical and problem-solving skills to meet clients' varied demands within strict deadlines. Ensures timely completion of identified goals.

➤ LinkedIn Profile: <https://www.linkedin.com/in/atul-fartiyal/>

Skills

- ❖ Lean Six Sigma Yellow Belt
- ❖ Order Management using ERP
- ❖ MS Excel, SQL
- ❖ Pricing Strategy and Deal Support
- ❖ Partner Deal Advisory
- ❖ Account Management and Reporting
- ❖ Pricing and discounting calculations, Deal Strategies, Project Management
- ❖ Proficient in MS Office and Google Workspace tools

Strengths

- Progressive and client-focused professional with balancing business skills and analytical skills.
- Exposure to working with NA, LA, EMEA and APAC partners/customers. Ability to grasp business intricacies and practical challenges of working in multicultural programs with experience in top management client interactions & engagements.
- A Quick Learner, Patience with Professionalism, Confident, Diligence and Commitment to work with sincerity.
- Expertise in creating, implementing, and managing business solutions using industry best practices to ensure quality deliverables.

Education

Bachelor of Engineering

UIET, Panjab University, Chandigarh [2010 - 2014]
Bachelor of Engineering in Electrical and Electronics Engineering

XII Std: Science

D.C. Arya Sr. Sec. School, Delhi
CBSE - Physics, Chemistry, Maths, English, C++

X Std

National Victor Public School
CBSE - English, Science, Maths, Social Science, Hindi

Work Experience

HCL Technologies in Order Management and Product Fulfillment department of Google

Designation: Senior Associate

04 Dec, 2019 - Present

Location: Gurugram, India

- Managing daily tailor made agreement/contract creation Process. Life cycle knowledge of CPQ, B2B and Q2C process.
- Validation of order form and performing order entry to booking and provision licenses using ERP.
- Working closely to help and support in closing multi million deals with biggest groups like Softbank, SADA, Deloitte Consulting LLP, Xertica, Cloud Ace, Onix Networking, Randstad, Spotify, Cloud technology solutions and hundreds more (Both private and public sector accounts).
- Build productive relationships and feedback loops with Global Business Practices programmatic teams, Legal, Finance, Sales, Pricing, and Product teams to drive agreements/contract efficiencies.
- Market/Industry research on providing analysis reports of our competitors to our internal teams and clients using internal research tools.
- Point-of-contact for the sales teams in the opportunity to cash process, working with those teams to create a mutually agreeable commercial proposal within the remit of the Global Business practices team.

energizer in International Process (Email & Chat support) for Roblox and 2K Games

Designation: Senior Executive

18 Sep, 2018 - 15 Oct, 2019

Location: Gurugram, India

- Started with Roblox, to provide customer support on Zendesk CRM.
- For 2K games, I was a member of the pilot batch for a new campaign with 13 agents and 1 team leader. Worked in a challenging environment to learn process workflow through documentation with limited client support.
- Recovery of lost or accidentally deleted in-game items, lost account, or password after verification of ownership, in-game trades and purchases.
- Moderation of in-game chats, images and trades to apply appropriate suspension or ban on account.
- Provide technical solutions for issues related to latency in game, error on gaming console, network issue, graphics, etc.
- Assist Roblox developers in execution of templates and codes to create new games and in-game items.

Impactro Technology

Designation: Education Counsellor

3 May, 2017 - 10 Aug, 2018

Location: Noida, India

- Arrange workshops in engineering colleges to enroll students in vocational courses for semester breaks.
- Engage with the on-site visitors for enquiry of professional courses, and follow up calls to convert leads in sales.
- Coordinate with part-time faculty members and students to ensure timely completion of course structure.
- Deliver short term training on solar panels and Matlab simulation of electrical and electronics circuits.

Industrial Trainings

Rockwell Automation

Location: Noida, India

In 2013, six weeks internship on Control Panel Design and Manufacturing using PLC automation.

NTPC

Location: New Delhi, India

In 2012, six weeks internship in NTPC, Badarpur, Delhi. It was industrial training to learn the workflow of electricity generation and transmission.

Certifications

Six Sigma Yellow Belt

University System of Georgia

- **Course 1: Six Sigma Principles**

Credentials: <https://www.coursera.org/verify/BENBDC6RG73P>

- **Course 2: Six Sigma Tools for Define and Measure**

Credentials: <https://www.coursera.org/verify/7HA2FE9G3SKK>

- **Course 3: Six Sigma Tools for Analyze**

Credentials: <https://www.coursera.org/verify/RE43JJFLR3R5>

- **Course 4: Six Sigma Tools for Improve and Control**

Credentials: <http://coursera.org/verify/MLSAR872RFJV>

- **Specialization Project: Six Sigma application to increase advertising revenue on travelling blog**

Credentials: <http://coursera.org/verify/specialization/BXWRKHG7SPYL>

Pricing Strategy

IE Business School

Online course via Coursera to gain knowledge of Strategies for Pricing:

- Demand Curve and Pricing
- Determining Willingness to Pay and Pricing Psychology
- Playing the Pricing Piano or Price Discrimination

Credentials: <https://www.coursera.org/account/accomplishments/verify/4SSKBCKC4BJ>

Marketing: Strategic Framework
GreatLearning

Online course via GreatLearning with following key topics:

- Concept of Marketing Plan and Marketing Strategies using Planning, SWOT Analysis, PESTEL Analysis, Planning Marketing Mix.

Credentials: <https://verify.greatlearning.in/OTPAIXGK>

A Crash Course in Data Science
The John Hopkins University

Online course via Coursera learn basic concept and definitions of Data Science:

- Describe Data Science's role in various contexts
- Use the key terms used by data scientist
- Understand how Statistics and Machine Learning affect Data Science
- Predict whether a Data Science project will be successful

Credentials: <https://www.coursera.org/account/accomplishments/verify/JNWXJ29CXGW2>

Excel Skills for Business: Essentials
Macquarie University

Pursued 6 weeks online course on Coursera to Excel Skills:

- Critical Core of Excel
- Performing calculations and functions
- Formatting and customization
- Working with data
- Sheet Optimization, header & Footer, Printing, etc.
- Creating and modifying charts in Excel.

<https://www.coursera.org/verify/WW7767U96J3B>

Initiating and Planning Projects
University of California, Irvine Division of Continuing Education

First course for specialization in Project Management Principles and Practices:

- Identify project stakeholders.
- Define the role and responsibilities of the project manager.
- Summarize the key elements of a project plan.
- Anticipate common sources of conflict within a project environment.

<https://www.coursera.org/verify/KUGW8P26XCCW>

Budgeting and Scheduling Projects
University of California, Irvine Division of Continuing Education

Second course for specialization in Project Management Principles and Practices:

- Define milestones and create a milestone schedule.
- Identify the resource needs of the project.
- Estimate the quantities and costs of resources needed for project activities.
- Use a responsibility assignment matrix to assign responsibilities.

<https://www.coursera.org/verify/W873NU6EG6Y9>

Managing Project Risks and Changes
University of California, Irvine Division of Continuing Education

Third course for specialization in Project Management Principles and Practices:

- Define components of a communications management plan.
- Prioritize identified risks.
- Develop responses for high-priority risks.
- Identify and analyze changes to project scope.

<http://coursera.org/verify/TL8YZTNFX6H9>

Fundamentals of digital marketing
Google Digital Garage

Online course to get certification for following skills:

- Procedure to take business to the online platform.
- Enhance value of business on web
- Reach more customers with advertising
- Track and measure web traffic using Analytics.
- Selling products or services online

<https://learndigital.withgoogle.com/digitalgarage/validate-certificate-code>

Professional Projects

Project Specter

Worked with Google's VP of Finance and team of 8 persons to review the missed domains revenue report (1.6 Billion USD approx.) due to engineering issues.

Pilot Batch

In 2K Games we set up a new process workflow and documentations. We were a team of 13 agents and 1 Team Leader.

Interleaved Technique Based DC-DC Converter using MATLAB Simulation

This paper presents MATLAB simulation of interleaved technique based dc-dc buck-boost converter. Four switch converter, buck converter and boost converters are arranged in interleaved pattern with a damping circuit in between them. Input and output ripples of voltage and current of the converter is very low. The given system has very high efficiency with various applications.

Link: <https://www.ijariit.com/manuscripts/v1i5/V1i5-1142.pdf>

Simulation and Hardware Implementation of Interleaved Technique Based DC-DC Buck-Boost Converter

This paper presents MATLAB simulation and hardware model of dc- dc buck-boost converter based on interleaved technique. With a desired output prototype of 36V,4.16A and 150W from a fluctuating input supply of 26 to 43V, two interleaved buck and two interleaved boost converters are arranged in cascade connection with a damping circuit. Various specifications of components are derived during steady-state analysis and triggering pulses for MOSFETs are generated using PIC microcontroller. See less

Link: <http://www.ijesrt.com/issues%20pdf%20file/Archive-2016/September-2016/77.pdf>

Achievements

- World Global Summit, New Delhi 2007
- National Science Congress, 2008: Gold Medal
- Best Science Student: Was awarded best student of school in science stream in 12th std.