**amit srivastava**

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***To enter an impeccable relationship with an organization of repute which can utilize the experiential skills and knowledge of an individual to the maximum and to work on challenging and dynamic projects with good amount of freedom and corresponding work responsibility.***

**Summary**

* A customer oriented, multitask professional with excellent analytical and logical skills possessing rich experience of

**9+ years as Sr. Business Analyst** primarily in Salesforce Consultant, Client Success Management, Operations Management, Customer Relationship Management, Project Management, Team Management, Account Development.

* Transformation driven mind-set suited for a dynamic & ever changing environment.
* Adept at influencing various stakeholders including customers and partners for maximum business advantage.
* Skilled at formulating innovative systems & process and improving existing processs for successful organization transformation.
* Proven Tack record of managing a medium to large team.
* Versatile individual with excellent analytical problem solving, stakeholder management, commercial acumen, resource optimization, influencing and execution skills.

**Technical SKILLs**

* Documentation Tools MS Visio, MS Word, MS Excel, MS PowerPoint
* Salesforce, Citrix, Avaya, HubSpot, Conga Composer/Conductor, Data Loader, Peregrine, Service Now, Jira, Incident Management, Agile, SDLC
* Operating Systems Windows (2000/XP/Vista/7)
* Project Management Tools -MS Project

**Employment Chronicle**

**Navatar Group (May’14– Present)**

**Jade Global IT Services (Nov ’11 – July’12)**

**Patni Computer System (Nov ’07 – Nov’11)**

**Experience**

**Navatar Group**

**Team Size: 15**

**Description: Navatar Group** is a premier provider of cloud solutions, which combines Salesforce CRM and data for the financial service industry.

**Customer Success Group, Sr. Business Analyst**

* Leading a team of 15 members including Data Analysts and Salesforce Admin with in- depth knowledge on Salesforce. Com.
* Work with clients and end users to gather, understand, and define business requirements
* Built out project plans for onboarding’s and SOW’s, consulting on system design & advise clients as designated CRM Consultant based on fit-gap analysis (Elicitation Process).
* Work closely with product design & development team to analyse and design functional enhancements.
* Data cleansing and data management (account creation, de-dupe, opportunity status, etc.).
* Support requests for company and decision maker to help drive new logo and cross sell opportunities.
* Perform data profiling to translate the business requirements to user stories.
* Build relationships at multiple levels to retain and expand a set of prestigious client accounts among Navatar's top 30 European Accounts.
* Perform Business Process Mapping and Data Mapping exercise during the client transition or on-boarding.
* Provide Salesforce support after the client is onboarded.
* Work closely with Sales Account Manager and oversees day-to-day relationship with client.
* Identifying patterns and trends in data sets, preparing Reports & Dashboards for the Clients.
* Ensuring premium value is delivered that aligns with clients goals, delivers a positive customer experience and achieving customer advocacy.
* Playing as a key stakeholder role in UAT for all product features before implementation on Live Product.
* Participate in client demo, conducting training & educating clients about the best practices.
* Ensure client success by managing client communication call at all the phases which includes On boarding and Implementation.
* Support functional design, testing and deployment of change initiatives.
* Provide expertise on key functional workloads such as Salesforce Reports, Workflows, Third party tools etc.
* Participate in post-live project activities, including evaluation of success criteria and strategies for future releases and deployments.
* Escalate problems per defined processes to ensure timely response and resolution to client issues and promote management awareness.
* Provide floor support to the team as and when required.
* Participate on escalation calls.
* Recruitment & Appraisal of the resources.

**Jade Global IT Services**

**Team Size: 22**

**Description**: **Jade Global**, an Oracle Platinum Partner with SAS 70 Type II Certification, which provides IT services to various clients in USA and India.

**Team Lead for Simply Hired project(Period Nov 2011-July 2012)**

* Led a Project (2011-2012) to improve the Internal Team scores by focusing on Pareto analysis of call types, verbatim analysis and appropriately providing coaching and feedback.
* Accountable for leading all Project Phases: Analysis, Requirements Gathering; Project Plan and Risk Assessment.
* Weekly/Daily client interactions and reporting.
* Project Prioritization and timely Execution.
* Monitoring project progress by tracking activity, resolving problems, publishing status reports, recommending actions and escalating appropriately.
* Overall project monitoring, work allocation, status reporting to customer that includes various metrics.
* Review financial (balance sheet and P&L) for the clients basis which client is approved.
* Recruitment and Appraisal of the resources.
* Provide floor support as and when required

**Patni Computer Systems**

**Team Size: 18**

**Description**: **Patni or Igate,** an IT services company provides technology consultancy and services across the country.

**Sr. Analyst and Designated Shift Lead for EMC Project(Period Nov 2007-Nov 2011)**

* Provide Remote Destop Support to EMC clients and creation of data base account for customers and employees for EMC Corporation INC. in CSI.
* Troubleshoot the queries of users and clients related to the product and system.
* Logging tickets (Incidents/ Service Requests) for every user interaction handled.
* Following up with other supports groups, if necessary, for closure of pending tickets (tracking of ageing incidents).
* Adhering to defined Service Level Agreements.
* Following up with end users for providing C-SAT feedbacks.
* Escalate and route issues to other groups if required.

**Educational Credentials**

* M.Sc in IT from PTU in 2005
* B.Sc in Computer Science from Allahabad University, in 2003
* 10th and 12th from J.C.I.C, Allahabad in 1996 and 1998

**Date of Birth:**18th Feb,1982

**Languages Known:**English, Hindi

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