

Ankush Gupta

Solution & data-driven business analyst with over 7.5 years of experience in Sales systems and Processes, Analyzing various interconnected operations and drive automation leading to increased system/process efficiency.

EXPERIENCE

Rubrik, Bangalore — Business Analyst- CPQ Process & Systems

June 2020 - PRESENT

Lead CPQ enhancements (Sprints) and project releases, serve as a liaison between Business stakeholders and IT dev.

Partnered with X functional teams, Business stakeholders to document the requirements and suggest possible design solutions.

Managing day to day operational activities for CPQ, PDM - Product master. (KTLO's , Design Calls , Support activities)

Provide Training and design training documentation for sales and operations org, Also take feedback via surveys and improve the existing processes.

SMS Magic, Pune — Team Lead - Business Operations

Jan 2018 - June 2020

Worked closely with Executives for company -wide new initiatives and projects

Lead Billing System project, activities where involved -POC for selected vendors, Product master design for New Sales, Design Quote to Cash flow, Exception Handling, UAT planning and Test case design for QA team.

Ecolab, Pune — Technical Engineer

OCT 2015 - Jan 2018

Analyzed data coming from controllers participate in root cause analysis and failure investigations.

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SKILLS

Salesforce CPQ

Six Sigma

Salesforce Platform

Project Management

Systems - Jira/Tableau/PDM

AWARDS

Rising Star 2018

Issued by Screen Magic Mobile Media Pvt Ltd · Oct 2018

Top Performer Award - H1 - 2017

Issued by Nalco, An Ecolab Company · Aug 2017.

Rivet Award Nomination

September 2022 - Issued by Rubrik

CFO Award Top Performer

Q2 FY23 - Issued by Rubrik

Certification

Salesforce Admin

Power BI

Six Sigma - Green Belt

MS Excel Pivots

CPQ 201 - Admin Essentials (Course)

Provide training on troubleshooting techniques to the Team and existing employees.

Initiated direct activities to support or assist in confirming monitoring data or as the result of failures of equipment or trending predictions.

EDUCATION

Symbiosis Institute of Management Studies, Pune — *PGD Business Analytics*

July 2018 - June 2019

Bharati Vidyapeeth College of Engineering, Pune — Chemical

July 2011 - July 2015

PROJECTS

Project (Polaris) — 2021-2022

CPQ restructuring , introduction of new platform which impacts whole selling motion.

Areas covered :

Redesign Guided selling (move to saas from subscriptions)
Redesign product catalog abd bundle structure
Tie legacy contracts to new saas products

Project (Oak) — Jan 2022-july 2022

Enabling Features for product to improve provisioning

Areas covered :

Presented a design for product feature metadata
Integration and consumption of metadata to downstream and use for customer enablement

Project (Upgrade Framework) — 2023-Present

Design Upgrade Framework for customer expansions , which handles different editions of core licenses with support upgrades.

Areas Covered

Mapping End to End (Quote to Renewals) Customer journey and designing flows.
CPQ Design : Sales facing Guided selling , Sku consolidation , Policy enablement and design.
Collaboration with IT on Grooming and UAT's
Training and Sales enablement