



**Gaurav Kumar**

Certified Salesforce admin and CSPO holder Business Analyst with 6 years of experience.

Current Designation: Business Analyst	Total Experience: 6 Year(s) 0 Month(s)
Current Company: Girikon Solutions	Notice Period: 2 Months
Current Location: Bengaluru / Bangalore	Highest Degree: MBA/PGDM[Finance]
Pref. Location: Bengaluru / Bangalore,Pune,Gurgaon	
Functional Area: IT Software - Application Programming / Maintenance	
Role: Business Analyst	
Industry: IT-Software/Software Services	
Marital Status: Married	
Key Skills: Business Analysis,Requirement Gathering,JIRA,Salesforce(CRM),MS VISIO,Balsamiq,Process Improvement,CSM,Scrum Master,Agile,Business Requirement Analysis,Documentation,Presales,Product Owner	
Verified:  Phone Number    Email - id	

Last Active: 19-Jan-21

Last Modified: 19-Jan-21

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## Summary

Currently working as Business Analyst in Salesforce implementation projects. I have been involved in analysis, Design, Development and Integration that includes data migration, Conversion from Classic to Lightning as well as custom Sales cloud implementation. In the last couple of years I have been demonstrated the product on sprint close and drafted well written user manual and PPT. You can consider me An effective team player with exceptional planning and execution skills coupled with a systematic approach and quick adaptability. I have grabbed number of certifications in Salesforce domain and scrum practice which includes Admin 201, Copado, flosum, CPQ, CSPO, CSMetc.

## Work Experience

### **Girikon Solutions** as Business Analyst Apr 2018 to Till Date

- ? Gathering requirement and drafting the requirement document with agreed formatting.
- ? Conducting KT session with development team members with agreed use cases with business stakeholder.
- ? Prepare project plan and execute as per, as well as clarify the story in case team member face challenge to understand.
- ? Draft Project documents such as BRD, User story, acceptance criteria, test cases, user manual as well as others.
- ? Actively participate in story grooming, sprint execution, and scrum meeting.
- ? Conduct internal meeting to track progress as well as discuss on the impediments if any.
- ? Demonstrate the product on completion of each sprint to decision maker and share PPT for the same.
- ? Interacting with client for project execution process smoothly.
- ? Involved in Presales activities occasionally which includes the activities such as RFP creation, diagram drafting, requirement freezing, feasibility check and solution proposing.

### **Cubewires** as Business Analyst Aug 2016 to Apr 2018

- \* Requirement Gathering from stakeholders
- \* Produce documentation in form of User story, scope of work, data flow diagram , Use cases Diagram, ER diagram
- \* Prepare wireframe by using balsamiq, Mqups and other tools if required
- \* Communication with Client
- \* Making understand internal team about the requirement
- \* Prepare PPT/case study
- \* Support Business development Team by sharing estimation

### **Sphinx Solutions** as Business Development Executive Sep 2015 to Aug 2016

- \* Exploring business opportunity on freelancing portals (Elance, Freelancer).
- \* Help SME and entrepreneurs by making their vision fulfill
- \* Add value in team by putting restless & smart effort
- \* Proposing potential business deals by contacting potential partners; discovering and exploring opportunities.
- \* Involved in presales activities such as RFP creation, diagram drafting, requirement freezing, feasibility check and solution proposing.



### Important

- Using Free CV Search you have access to featured candidate profiles of Naukri. You can browse through the profiles and email the candidates of your choice directly using the email option provided. To prevent misuse of candidate information, contact details and attached resume of the candidates have been withheld.

- involved in presales activities to strengthen process
- \* Developing negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- \* Closing new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- \* Actively involved in managing Escalation calls activities.

● **Innverse Technologies** as Business Analyst Trainee  
Sep 2014 to May 2015

Supporting operation team and delivery team.

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## Education

UG: **B.Tech/B.E (Information Science and Engineering)** from **AMC Engineering College** in 2012

PG: **MBA/PGDM (Finance)** from **IIPM** in 2014

**Other Qualifications/Certifications/Programs:**

Certified scrum product owner

Salesforce admin 201 certified

Copado administrative certified

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## IT Skills

Skill Name	Version	Last Used	Experience
* JIRA			
* Salesforce(CRM)		2018	3 Year(s) 0 Month(s)
* Ms Visio		2016	5 Year(s) 0 Month(s)
* Balsamiq			

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## Languages Known

Language	Proficiency	Read	Write	Speak
English	Expert	✓	✓	✓

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## Affirmative Action

Category: **General**

Physically Challenged: **No**

## Work Authorization

US Work Status: **Need H1 Visa**

Job Type: **Permanent**

Employment Status: **Full time**

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