

# Srishti Agrawal | Consultant

+91-9861070967 | contact.srishtiagrawal@gmail.com | linkedin.com/in/srishtiagrawal97 | Bangalore, Karnataka, India

## Key Career Highlights

- Advised clients on digital transformation and enterprise software implementations, driving cost savings of up to 15% and improving customer satisfaction.
- Won new business through compelling presales demonstrations and proposals, contributing to channel growth and increased revenue.
- Designed and executed solution roadmaps that optimized operations, improved process efficiency, and aligned technology initiatives with business strategy.

## Professional Summary

- Consultant with experience delivering high-impact projects across IT, SAP, and operations domains for global clients.
- Specializes in solution design, business process re-engineering, and digital transformation to drive efficiency and growth.
- Brings strong presales and client management skills to engage stakeholders, develop proposals, and secure buy-in for complex initiatives.
- Able to bridge business and technology teams, translating requirements into actionable plans and ensuring successful implementation.

## Core Skills & Competencies

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| • Consulting & Advisory Services             | • Presales & Proposal Development        |
| • Solution Design & Architecture             | • Client Relationship Management         |
| • Digital Transformation & Change Management | • Data Analysis & Business Insights      |
| • Enterprise Applications (SAP, CRM, HRMS)   | • Project Management & Delivery          |
| • Process Re-engineering & Optimization      | • Stakeholder Engagement & Communication |

## Tools & Technologies

- SAP suite (SuccessFactors, SAP Analytics Cloud, SAP MM/SD)
- CRM/HRMS/CLM platforms, ERP systems
- Power BI, Tableau, MS Project, JIRA
- Python, SQL, Excel
- Presentation & Collaboration tools (PowerPoint, Miro, MS Teams)

## Professional Experience

### New Era Technology | Consultant / Project Lead (Dec 2021 – Present)

- Advised enterprise clients on deploying CLM, HRMS, CRM, and SaaS solutions, leading workshops to align objectives, define scope, and design customized solutions.
- Developed solution roadmaps and execution plans, ensuring technical feasibility and alignment with business goals.
- Collaborated with presales teams to craft compelling proposals and demos, contributing to a 35% increase in prospect interest and conversion.
- Managed project teams through implementation phases, delivering projects within budget and achieving cost reductions of 15% through process optimization and vendor negotiations.
- Provided post-implementation support and training, ensuring smooth transitions and high customer satisfaction.

### Spoors Technology | Presales & Business Consultant (Apr 2021 – Nov 2021)

- Supported presales activities by preparing proposals, conducting product demos, and responding to RFPs, resulting in new contracts and revenue growth.
- Conducted market research and competitor analysis to inform solution positioning and

sales strategies.

- Assessed client processes and recommended improvements that enhanced operational efficiency and increased qualified leads by 30%.
- Developed training materials and delivered workshops to help clients adopt new solutions and maximize ROI.

### **Client Transformation Projects**

- Led a lean transformation at a manufacturing client, reducing production cycle times by 30%, cutting defect rates by 25%, and improving customer satisfaction by 15%.
- Implemented inventory management and logistics optimization projects that decreased stockouts by 30%, increased inventory turnover by 25%, and reduced transportation costs by 15%.
- Re-engineered onboarding and customer service processes, reducing processing time by 20%, eliminating 30% of manual tasks, and boosting customer satisfaction scores.
- Advised on data automation initiatives, reducing manual data entry errors by 80% and saving 15 hours weekly.

### **Education**

**Master of Business Administration (MBA)** — 2021

International Management Institute

**Bachelor of Business Administration (BBA)**

Sam Higginbottom University of Agriculture, Technology & Sciences

### **Certifications**

- SAP Certified Specialist – Project Manager – SAP Activate for Agile Implementation Management
- SAP Certified Application Associate – SAP Analytics Cloud & Planning
- PMI Agile Certified Practitioner
- Presales Management & Business Communication Certifications

### **Preferred Location & Work Mode**

Bangalore, Karnataka, India (Hybrid; open to On-site or Remote).