

Ashish Birajdar

(M.B.A.(Finance), B.E (E&TC))

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	Date of birth	02/11/1993

CAREER OBJECTIVE

Objective

To achieve an aspiring and earnest position that not only supplements my present knowledge but also enhances my Technical and Creative skills and drives me towards a challenging career in a growth oriented organization

Education Qualification

Master Of Business Administration (M.B.A.) (2018-2020) from Department of Management Sciences ,University of Pune(PUMBA)
Bachelor of Engineering (B.E.)(2011-2015)from Pimpri Chinchwad College of Engineering,Pune(P.C.C.O.E , Pune)

Technical Skills

Functional Tool	MS-Visio , Axure ,Jira
Project Management Software	AutoLync PMS .
Operating System	Windows 10
Language	Apex , Visualforce

Working Experience

Atos Syntel Private Ltd.(Pune, Maharashtra)

Profile	Software Engineer (Business Analyst)
Work	<ul style="list-style-type: none"> • Initial 6 months, worked as Salesforce developer then worked as Junior business analyst • Requirement Gathering , Analysing & validating the business requirements. • Preparing BRD, Scope document . • Handling Change requests and reporting . • Generating the User scenarios and Use cases. • User acceptance testing and writing test cases for UAT. • Understood the product completely during knowledge transfer itself by exploring, reproducing customer/development problems and going through user documents.
Duration	16 th September 2015 – 26 th May 2017

Bharat Forge Ltd.(Pune, Maharashtra)	
Profile	Management Trainee (Business Analyst)
Work	<ul style="list-style-type: none"> • Collaborates with CRM system developers to maintain, create, and update user roles, security, profiles, workflow rules, etc • Provide deployment, training, and change management support to business users • Work closely with business leadership to respond to, and proactively identify, challenges that can be solved with system and/or process improvements • Trains and provides ongoing support and development to CRM data stewards globally • Manage functional testing cycles including test planning, script development, status reporting, and test execution • Troubleshoot and facilitate issue resolution by suggesting techno-functional workarounds • Assist with front-line support for 650 Salesforce.com users, including responsibility for user support / training • Initiating the team building across the organization. • Task assigning to right people. • Gathering,Analysing & validating the business requirements. • Preparing BRD, Scope document. • Handling Change requests and reporting. • Generating the User scenarios and Use cases. • User acceptance testing and writing test cases for UAT. • Understood the product completely during knowledge transfer itself by exploring, reproducing customer/development problems and going through user documents.
Duration	17 th July 2020 – Till Date

Academia

Exam	Institute	Board	Year of Study	Percentage
MBA(FINANCE)	Department of Management Sciences,University of Pune(PUMBA)	Pune University	2018-2020	8.56 (68%)
BE(E&Tc)	Pimpri Chinchwad College of Engineering,Pune(P.C.C.O.E , Pune)	Pune University	2011 - 2015	68.6%
XII	Dayanand College, Solapur	Pune State Board	2009 - 2011	67%
X	Suyash Vidyalaya, Solapur	Pune State Board	2008-2009	91.07%

Thesis/Projects/Training

Project Name	CRM
Project Description	Configuration of Salesforce.com application to incorporate various standard functionality like Leads, Accounts, Contact, Activity, Campaign, Products and Territory Management etc. were done. Creation and customization of various objects, fields, record types, Workflow and Approval Processes, Triggers, Controllers, Escalation rules, Assignment rules, Validation rules, sophisticated Visualforce Pages, Custom fields, Email Services, and Sharing rules were done as per business needs of the client.

	<ol style="list-style-type: none"> 1. Lead generated is entered under existing customer account or new account is created. 2. This enquiry is duly filled in RFQ tab (Opportunity). 3. Various part enquiries are entered under RFQ house. 4. This RFQ is released to Estimation system for costing purpose. 5. Notification Mail shoot to concerned departments and Salesperson. 6. Once costing completed by Estimated system, costing is released from ET to salesforce. 7. This costing is checked by Salesperson on SFDC and create quote on PDF format. 8. Mail it by downloading PDF.
Stakeholder Name	Bharat Forge Ltd. (International Trade division, Domestic Trade Division)
Duration	July 20 to Till date
Domain	Sales and Marketing

Project Name	Supply Chain Management (SCM)
Project Description	<p>BFL were using Excel based system to maintain Customer demand, actual deliverables, Plant Executables, Shipment tracking.</p> <p>To make this system centralized and online we custom build stocksheets and Maniana.</p> <p>In stocksheets various formulations on Shipment, Plant Executables, Inventory level Effective stock in warehouse is maintained.</p> <p>Also all customer demand is tracked in Maniana and that is automated in stocksheets input.</p> <p>This system is integrated with SAP for inputs of Customer demand of 52 weeks.</p>
Stakeholder Name	Bharat Forge (Logistics and Procurement Team)
Duration	July 20 till Date
Domain	Logistics

Project Name	Estimation System
Project Description	<p>This is system developed for costing of Enquiries released from Salesforce. Which has integrated 6 major departments,</p> <p>Engineering, Machining, Processing, Material, Processing, Costing.</p> <p>First five departments enter their respective area inputs and costing will do MHR based costing by adding overheads and margins.</p> <p>This costing is again pushed into Salesforce.</p>
Customer Name	BFL Enquiry Costing
Duration	April, 2018 to till current date.
Domain	Logistics

Project Name	CRM
Project Description	Configuration of Salesforce.com application to incorporate various standard functionality like Leads, Accounts, Contact, Activity, Campaign, Products and Territory Management etc. were done. Creation and customization of various

	objects, fields, record types, Workflow and Approval Processes, Triggers, Controllers, Escalation rules, Assignment rules, Validation rules, sophisticated Visualforce Pages, Custom fields, Email Services, and Sharing rules were done as per business needs of the client..
Customer Name	Maerks
Duration	April, 2018 to till current date.
Domain	Sales and Marketing

Achievements

- Awarded with “Kudos Reward” while working in Syntel Pvt. Ltd.
- Appreciation for giving cross departmental trainings and support for initial go live.
- Spot award from Project Lead and Project Manager for completing the requirement before time and for a critical deliveries and change requests.

Certification

- **iiBA COEPD** : Certified Business Analyst Practitioner.
- **CBAP** : Certified Business Analytics Practitioner by Henry Harvin.

Personal Details

Father's Name	Mr. Rajhans Birajdar
Nationality	Indian
Marital Status	Unmarried
Language Known	Hindi, English, Marathi
Hobbies	Playing Basket ball , Trekking

Place: PUNE

(ASHISH BIRAJDAR)