

Abhishek Rotkar

+91-9822679974

abhishekvasantrotkar@gmail.com



Profile Summary

Currently **Team Lead Senior Business Analyst** in **Salesforce Domain** at **Persistent Systems Limited**. Before that **Senior Business Analyst** at **Aditya Birla Capital Finance Ltd**. Before that **Business Analyst** at **Wipro Ltd** in **BFSI Domain**. A Quick Learner Have Gained Appreciation on Various Technologies as Per Project Requirements, with Excellent **Analytical** and **Financial** Skills. I was Awarded for Making an Outstanding Contribution as a **BA** in my previous two organizations. A Consistent Academic Performer with an **MBA** in Finance + Analytics, **B.Tech** in Electronics Engineering. Was among the Top **10%** in all Analytics Subjects among Batch of 360 Students in IMTN.

Professional Experience

Team Lead Senior Business Analyst, Persistent Systems Limited

September 2020 – Present

Responsibilities

Currently Working on Below Four Projects

Project 1	Salesforce Domain “Digital Online Journey for Current Account Opening” (Liability side model for Bank)
Project 2	SFDC (Salesforce) Renewal System + Express Renewal for Cash Credit, Overdraft, Working Capital Demand Loan, Term Loan. (Asset side model for Bank)
Project 3	Integration of Karza Report with SFDC using GSTIN (Goods and Services Taxpayer Identification Number).
Project 4	Configuration of existing SFDC system with Optimus System for Covenant Management Existing Internet Banking System

Purpose of above “Agile” based Methodology Projects is to Create **Online** Journeys for Entire **BBG** (Business Banking Group).

- Creating **Business Requirement Document (BRD)**, Function Specification Document (**FSD**), **Process Flow** Diagrams, **User Stories**, Wireframe Document, Change Requests (**CR’s**) Document, Resource Planning Document (**RPD**).
- **Integration** and Coordination with more than **10 systems** like **Optimus** System developed by **ThoughtWorks** Software company, **AEM** (Adobe Enterprise Manager) which is **UI** (User Interface) Managed by **Mphasis** Limited, **SFCD CRM 360** (Salesforce Customer Relationship Management) Managed by **Accenture** PLC, **CBS** (Corporate Business Solution) Managed by **TCS** (Tata Consultancy Services), **ESB** (Enterprise Service Bus) Managed by **TIBCO** Software, **OMNIDOC/FileNet DMS** (Data Management System) managed by **Newgen** Software Technologies.
- Continually working with Design Lab team members to create **Visual Design** for End User **Business Sign off**.
- Key point of contact responsible to drive **Daily Scrum Meeting** for Entire Team, **Agile War-Room** before any mega **Go-Live** releases, **Spring** Planning, **Scrum of Scrums** weekly Meetings.
- Integration of more than **100 API’s** like **Karza** Integration to fetch Entity data from **MCA** (Ministry of Corporate Affairs), **Videos KYC**, **OTP** (One Time Password) Verification for Email & **Aadhar Card Link** Mobile Number, etc.
- Working on Different calls like **Posidex**, **RCU** (Risk Content Unit), Hunter, **FICO** (Bank Internal Rule Engine for Credit evaluation)
- Preparing **Workflow** Diagrams, Analyzing Business Needs and Translated it into Technical Solutions.
- Continually working with **Technical Architects** to streamline development team & system dependencies.
- Designing Structured Functional Testing, Including Review of Test Scenarios, Test Cases and Execution/Support of **UAT** (User Acceptance Testing).
- Responsible for Entire **Project Execution** Including **Stakeholder Management** in entire **SDLC** (Software Development Life Cycle)

Responsibilities	<ul style="list-style-type: none"> • Project: Corporate Finance Digitization (CFD). The Purpose of this Project is to Create Loan Management System (LMS) & Loan Origination System (LOS) System for Corporate Finance Activities of Aditya Birla Capital Finance Ltd. <ul style="list-style-type: none"> – Created Business Requirement Document (BRD), Function Specification Document (FSD), Wireframe Document, Change Requests (CR's) Document, Resource Planning Document (RPD). – Preparing Workflow Diagrams, Gap Analysis – Capture the AS-IS Scenarios and Design New TO-BE Process. – Subject Matter Expert from Corporate Finance Team. – Working on FinnOne Application (Created by Nucleus Software) & OmniFin Application (Created by A S Software Services) – Analyzed Business Needs and Translated it into Technical Solutions. – Created Multistage Loan Appraisal and Approval System for IDF (Invoice Discounting Facility). – Act as a Link Between Business and IT throughout the SDLC (Software Development Life Cycle). – Elaboration of Scenarios and Task Flows of the Digital Solutions. – Provided Requirement for API (Application Program Interface) for PAN Verification with NSDL (National Securities Depository Limited) under the Automation of KYC Verification using Karza Integration. – Designed Structured Functional Testing, Including Review of Test Scenarios, Test Cases and Execution/Support of UAT (User Acceptance Testing). – Principal Accountability, Underwriting and Recommending Quality Proposals through the LOS System. – Creating the System Which Can Capture Strength and Weakness in the Proposals as per Credit Policy Guidelines. – Integrated Cash Flow Analysis Framework Specifically for Risk Assessment in order to Strengthen Gearing Ratio of the Client using Infusion Money Module to Increase ATNW (Adjusted Tangible Net worth). – Responsible for Entire Project Execution Including Stakeholder Management. – Centralizing TransUnion CIBIL, Probe42 Data, Realization Reports and Previous Sanction Data. – Interact with Various Stake Holders like Credit Analyst, Risk Analyst, Relationship Managers (Sales), Operation Team and Provide Regular Training's for the New Technological Enhancement.
------------------	---

Responsibilities	<ul style="list-style-type: none"> • Project: Super Simplification Programming (SSP) for Client Suncorp Australia. The Purpose of this Project was to Migrate Data from Legacy System Source (Oracle's Composer) to target (Bravura's Sonata) Systems Dealing with Australian BFSI Domain. <ul style="list-style-type: none"> – Deals with Simplification and Transition of New Business Application Enhancements. – Handling Bravura's Sonata Application. – Business Requirement Document (BRD) and Change Requests (CR's) Document Creation. – Co-Ordinate with Multiple Business Stakeholders and Product Owners. – Closely Involved in Transitioning and Setting up AGILE Processes and Best of Breed Practices to Enable Smoother Transformation of Projects for Agile Adoption. – Review of Functional Test Cases as per the BRD and provide Business Sign offs. – Delivered Requirement Artefacts in terms of Used Cases and Requirement Document. – Clarifying Queries with Business Users and thus Help in Elaboration of User Stories in form of Acceptance Criteria in JIRA. – Performing Functional Scenarios on Migrated Data to Validate Business Processes. – Working as SPOC for System Analysis of Business Processes in Target System. – Clarifying Doubts of QA teams with Respect to Requirement Understanding or Functional Queries. – Provide Updates to Senior Management in form of WSRs (Weekly Status Reports) and Manage Offshore Team. – Participating in Project Audits, Project Showcases at the Organization Level. – Lead Customer Communications Post Project Setups by Participating in Daily Scrum Stand-Up Meetings.
------------------	---

Responsibilities	<ul style="list-style-type: none"> • Summer Internship in Credit Appraisal and Risk Assessment at PNB Circle office. The Purpose of this Internship was to Assist Credit Manager in SME Proposals. <ul style="list-style-type: none"> – Preparing Credit Note by Summarizing CIBIL, Audited Financial Reports and Tax Return Statements. – Analyzing Realization Reports, Personal Guaranty Limits, Statutory Repayment Track Record. – Checking Borrower's Ability to Repay the Loan Amount and Accordingly Study the Industry Conditions to Analyze the Proposal Feasibility.
-------------------------	--

Skills

Business Skills	Requirement Elicitation, Requirement Analysis, Stakeholder Management, Documentation (BRD, FSD), Wireframe, User Stories, Use Cases, Business Process Modelling, Financial Analysis.
Technical Skills	Bravura's Sonata, Oracle's Composer, JIRA , Nucleus Software's FinnOne Application, A S Software Services' OmniFin Application, NodeXL, IBM SPSS Statistics Tool, Minitab, Microsoft Visio , TradeFree, Business Process Management (BPM) Application, Perfios, FICO, FilNet, OmniDoc, FATCA.

Academics

Year	Degree	Grades	University/ Institute
2017	PGDM (Finance + Analytics)	72%	IMT-Nagpur (Institute of Management Technology, Nagpur)
2014	B.E(Electronics)	67.40%	YCCE, Nagpur. (Yeshwantrao Chavan College of Engineering, Nagpur)
2010	12 th	72.50%	Shivaji Science College, Nagpur.
2008	10 th	87.10%	Somalwar Ramdaspath, Nagpur.

Certifications and Training

NSE's Certification	Financial Markets - Technical Analysis , Commercial Banking, Financial Markets.
Dale Carnegie's Training	Certificate in Executive Excellence Level 1.
BSNL Course	Vocational Training in Advanced Telecom.
Wipro Ltd Certification & Trainings	<ul style="list-style-type: none"> – ACME (All-Round Capability Model of Excellence) Financial Services 100, Agile New, Digital 101, Information Technology Infrastructure Library (ITIL), Software Review and Testing, Software Configuration Management, Lean, Six Sigma Green Belt. – Data Science by Jose Portilla on Udemy. – Statistics by Duke University on Coursera. – Training Attended at Wipro Ltd: Next Gen, Spirit of Wipro Laterals, Power Consulting, Agile Orientation, Advanced Presentation Skills, Behavioral Open Programs, Agile Value Creation Sessions.

Extra-curricular Activities

Point of Contact	Student POC for Food committee in which Responsible for Planning menu for 800 People of IMT 4 times a Day and Accordingly Handle the Grievance as a Part of Mess Committee Member of the College.
Co-owner	Frost and Fun a Student Driven Cafe in IMT-Nagpur.
Campus Ambassador	Coordinated Various Fest Vista Activities with IIM Ahmedabad.

One Foundation Organization	Managed the Promotional Shows as a Member for 5 years(FY 2012 to FY 2017).
Corporate Interaction Committee	Member of Corporate Interaction Committee (CIC) which was Responsible for Arranging Guest Lecture from Corporate Links.

Personal Details

Location	Current Work Location and Hometown: Nagpur
Email Id	abhishekvasantrotkar@gmail.com
Phone No	+91-9822679974
Date of Birth	18 th February 1993