### **HARISH RAVI**

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**Summary:**

15 years of Total experience with 6 years of experience as Developer in Salesforce eco system in Sales, Research and Capital Markets in Bank of America.

* · Salesforce certified Platform Developer - I
* Salesforce Lightning
* Design, development, unit testing and implementation of assigned modules in different Salesforce environments and integration
* Participate in peer code reviews and other quality control tasks
* Responsible for code check-ins into central code repository maintaining proper versioning of the code base Skill - SFDC B2B-Salesforce application testing-Salesforce Platforms Skill Description - SFDC B2B Responsibility
* · In-depth knowledge of the standard capabilities of SFDC. Should have successfully expanded on those capabilities through the use of custom codes
* · Strong reporting background using standard reporting tools including standard Salesforce.com reporting functionality
* · Ability to prioritize and coordinate multiple projects and competing work demands
* · Ability to work independently and be self-motivated. An excellent team player with service-oriented attitude and customer focus
* · Detail oriented with strong written, oral, and interpersonal skills
* · Done project management along with SFDC Development
* · Excellent technical and communication skills in engaging internal stakeholders to understand their needs in order to administer and enhance the system accordingly

Top notch Client facing Skills

Client facing experience in Handling Institutional client and business users for developing dashboards for FICC sales and Equity sales users in Tableau.

BCP coordinator for the Project from the planning, Test script preparation for the process, Participate in BCP simulation test for the Process.

Risk Partner for the Team co- coordinating with Risk team to fill in monthly Risk assessment process and report any gaps and rectify them.

Manage escalation on support requests from support team on new requests/enhancement requests.

Attention to Detail in transforming business requirements to software solutions.

Effective in quick to market.

**Drive for Results**: Ability to effectively operate under challenging conditions to achieve results. Involvement of multiple stakeholders and communication of business outcomes.

**Collaboration and Inclusion**: Demonstrated commitment to ensure team collaboration and inclusion, including to others beyond immediate department.

Knowledge, Learning and transferring of knowledge and expertise effectively across boundaries.

Effective team player as well as the ability to manage conflicts within the team.

**Educational Qualification:**

**B.Tech** [Bachelor of Engineering in Computer Sciences & Engineering] from JNTU Hyderabad [2001-2005]

ITIL V3 Certified.

Capital Markets – Business Analyst – BACI certified.

Certified Risk Professional {CRP – certified}

Salesforce certified platform developer I (Pass:- Oct-2019)

**Working Experience:**

Working as Senior Analyst at BA Continuum solutions Pvt Ltd Hyderabad-Indiafrom August 2015 – Till Date (A Non Bank Subsidiary of Bank of America Merrill lynch)

Worked as Analyst at BA Continuum solutions Pvt Ltd Hyderabad -Indiafrom Aug 2011 – August 2015

Worked as Associate Consultant at BA Continuum solutions Pvt Ltd Chennai-Indiafrom March 2008 – August 2011

Worked as Software Engineer in Infosys Technologies, Chennai from Oct 2005 to March 2008

# **Software Exposure:**

**Operating System:** Window9x/NT/2000, VISTA and Macintosh (panther**) ,** UNIX and SalesForce

**Languages:**  Salesforce CPQ**,** APEX, C#.Net, ASP.Net

**Reporting**: Cognos 10, Tableau

**RDBMS:** SQL Server, oracle and SQLlite.

**Incident Management:** Remedy, JIRA andTFS

**Primary skill**:

Salesforce CPQ Consultant in Sales CRM, Research and Capital Markets Domain.

**Professional Experience:**

Currently working with, BA continuum solutions private Ltd (A non Bank Subsidiary of Bank of America)

**Current Project**

Project  **: Research Subscribe**

Role **:** Sr Business Analyst

Technology **:** Salesforce CPQ

Products :Research Library Internal and External Site, Mobile applications in Iphone, Ipad and Android.

Period : June 2018 to till date

Responsibilities : Managing Teams across multiple locations

**Project details** **S**ales **R**esearch **C**apital **M**arkets - Research Subscribe (RS)

Bank of America Merrill Lynch is the corporate and [investment banking](http://en.wikipedia.org/wiki/Investment_banking) division of America. It provides services in mergers and acquisitions, [equity](http://en.wikipedia.org/wiki/Stock) and [debt](http://en.wikipedia.org/wiki/Bond_%28finance%29) capital markets, lending, [trading](http://en.wikipedia.org/wiki/Stock_trading), risk management, [research](http://en.wikipedia.org/wiki/Market_research), liquidity and payments management.

Research Subscribe publishes proprietary Research content of Bank of America Merrill Lynch. Research Analysts author the report and the workflow triggers from the authoring platform and the cross check are done against the Reference Data repository for Financial data and Person Records. Financial Data is pulled in the Report template where template settings are managed per user as well as team/Asset class.

Research Analysts key in their recommendations and publish report through different types of reports namely "Breaking news Report" , Comment, Industry Report.

Research Subscribe has the capability of FAST search wherein users/institutional clients can search for the Research Reports based on Keywords or free text search.

Key capabilities of Research Subscribe(RS)

Role based Entitlement is setup for Research subscribe (RS), different users like Analyst, Supervisory Analyst , Operations, Application support can access Subscribe with Access Restrictions like Report history, PDF links, Models , Word and presentation.

Real time alerting of report alerts who users subscribed in the RS website.

Users can self subscribe to alert based on the Analyst/Industry/Subjects/Tickers/another report fields for their convenience.

Research reports are priced based on the popularity of the author/authors involved in writing it. As per clients wish they may login to the system and may subscribe to the reports of their interest. Billing would be generated to their company as per usage.

A single client account (formally referred as Account) may have more than 1 employees (referred as client) who log into our systems to view/fetch reports. Based on the client’s usage Invoice would be generated and dispatched to Account.

Financial advisors can use to subscribe alert to their clients and clients receive as it is sent from the Financial advisor. Multiple Clients can be subscribed to single alert and customized message can be sent to individual clients.

Screens which help to screen stocks from the screen universe(Out of total covered stocks) and further refine based on the "BUY"/SELL/HOLD Rating

Screens can also be screened based on the financial data like Price objective and closing price of the previous day.

Portfolio Builder- Wealth management users use this portfolio to their client investments and alerting feature helps the client informed of the change in position of the stock.

Theme pages- Pages are classified as Industry theme pages, Analyst theme pages, Investment Theme pages. Users can search for a industry in the website and brings results of Research reports based on the industry where multiple stock reports can be viewed at a stretch.

When navigating to the single stock company, It describes about the price objective of the stock, covering Analyst, Recent reports published, Peer performance , Valuations of the stock and more.

All the basic searches in the RS website can be saved and can be accessed via the "My tools menu". My tools displays the saved Searches, Portfolios, Screens and Alerts created.

RS website is integrated in Next Generation **Mercury** platform along with 180 Application suite used by multiple line of business. All the existing features are intact in the Mercury Website bringing a new Look and feel to the institutional clients.

**Previous Projects**

Technology : Salesforce CRM, APEX

**NextGen: June 2015 to June 2018**

NextGen – Is a web based authoring platform for Research analysts to author reports, its role based product integrated with Salesforce.

Multiple product profiles are created in lieu with the Research coverage area/Discipline/Asset Classes. Research Analyst are mapped to the product profiles. Templates with predefined Stock Blocks/ Author blocks would be populated on Demand.

Application passed through workflows where Research Analysts writes a content about stock or country and does a review and submits to the panel, where in workflows passes through supervisory group checks and validates and passes the report. Finally report passes through Desktop publishing for standard publishing guidelines and reports are out in Research library in PDF format.

**Global Research Compilations Tool (GRCT): March 2008 to June 2015**

GRCT Application is an web based emailing tool for the analyst. Here analysts can gather content from Research Subscribe system about various reports published and send out a customized mail to clients through GRCT. The delivery stats and Readership stats would be collected back in the Compilations dashboard of the sender.

**Research VoiceBlast (VB): March 2008 to June 2015**

VB System is a Web based system, where analysts can record their voice message, mentioning about the recently released critical reports that the client would be interested in and can send out this voice mail to client office telephone and/or mobile phone.

**Infosys Technologies (Oct 2005 to March 2008)**

Role:- Software Engineer

Responsibilities :- Developing Code and preparing Test Plans for QA team. Performing Unit Testing, end to end to testing, Integration Testing.

**Responsibilities**:

1. Envision, Develop, Track and deliver solutions to clients.
2. Continuous product support to clients and Internal users.

**Major Clients Include**

Bank of America –Merrill Lynch

**Personal Details**

Name : - HARISH RAVI

Sex :- Male

Father’s Name :- R V Narayana

Nationality :- INDIAN

Marital Status :- Married

Languages Known :- English, Hindi, Telugu

Hobbies :- Reading books

Current City :- Hyderabad, India

Alternate email :- knworker1984@hotmail.com

**Honor** - Winner at Young Banking writers Challenge at BACI on “Fiscal Convenience and their partnerships during 2013

Team leader in BACI-ESG Group (Environmental Social Governance), a CSR initiative.

Founding and active Member of Silver Tongue Toastmaster club at BACI Hyderabad.