Nilesh Dubey

Mobile: +91-7666605145 Email: dubeynilesh46@gmail.com
Current location: Mumbai

**To apply my consultative, analytical skills and hands-on implementation experience
to design & Work on customer-centric solutions**

Profile Synopsis

- 7 years of experience as a Developer/Business Analyst in ERP and CRM implementation.

- Working as a Sr. Business Analyst with ACIDAES SOLUTION PVT. LTD.

- Expert in NetSuite ERP product and implementation, also having experience in design, development and implementation of ERP and CRM. Experience in developing solutions against technical and functional requirement.

- Involved in E2E Implementation, Business Analysis, Feasibility analysis & Design of ERP/CRM for SMBs and Enterprises. Provided recommendations to clients for enhanced and more efficient business operations and information systems processed.

- Expertise in ERP/CRM implementation including end to end processes of Lead to Order to Cash, Procure to Pay, Fixed Assets, Life Insurance Journey, Recommendation Advisory, Master Initiative processes in CRM.

- Responsible for all the Project Documentation, Project Planning, Stakeholder Management and Cost Analysis in Acidaes solution Pvt Ltd.

- Provides possible "work-arounds" and revisions if the business process calls for it.

- Dedicated hard working individual with excellent intercommunication and presentation skills.

Professional Experience

Working in	As	From	To
Capgemini India Pvt. Ltd.	Sr. Analyst	28-July-2014	16-Apr-2018
Acidaes Solution Pvt. Ltd. (CRMNEXT)	Sr. Consultant	18-Apr-2018	Present

Contribution to NetSuite and CRMNEXT COE

- Planned, designed, and developed Approval flows in NetSuite in all implementations which is widely used across all DIEBOLD platforms.
- Collaborate with the product management team to plan, design, and review product functionality to ensure compliance and innovative solutions that address business needs
- Responsible for organizing the knowledge transfer sessions and training the new joinees in the team and training to offshore leads regarding NetSuite Practice
- Responsible for
- Multiple Client appreciation from Capgemini and Acidaes Solution Pvt. Ltd.

CORE COMPETENCIES

- Business Analysis and detailing of each requirement
- Systems Requirements & Analysis.
- Requirements Elicitation and Solution Design.
- NetSuite ERP and CRMNEXT CRM tool.
- Stakeholder Management.
- Project Planning and Cost Benefit Analysis.
- Planning, Monitoring and Reporting.
- Business/Operation Model Analysis.
- O2C, P2P, RTR, Master Data Management, Fixed Assets, Reporting, Retail Banking, Life Insurance, Workflows and possess knowledge of JavaScript, HTML, PHP, PL/SQL, Oracle, Core Java, Suite Script

CERTIFICATION / REWARDS & Recognitions

- NetSuite Suite Foundation certification
- Oracle certified Associate level 1 certified (SQL Fundamentals).
- Certified Business Analyst course from Imarticus Institute of Finance and Analytics
- Best Innovation in Implementation of Suitability Profiling and Life Insurance Lead generation (Bancassurance).

Educational History

Examination	Board\University
Master's in computer application (MCA)	Vivekanand Education Society of Information Technology (Mumbai University)
B.Sc. IT	Birla College of Arts, Science and Commerce (Mumbai University)
HSC	State Board - Mumbai University
SSC	State Board - Mumbai University

Projects Undertaken

Project #1 **Wealth Journey for PBG Leads in CRMNEXT**
Type of Industry **Private Banking and Wealth Management**
Role **Sr. Business Analyst and Project Manager**
Responsibilities

- Managing requirement elicitation and documentation.
- Creating an ODC team for this entire group and set up entire plan of delivery and their priority for each requirement
- Responsible for entire costing and scope limitation of the entire project
- Creating High level implementation plan, Costing, Proposals and provide delivering timelines for the same.
- Creation of model diagram of the entire flow for Private Banking Customers
- Configuration in CRMNEXT as part of the project and provide basic functionality like Lead Management, Assignment rule, Business enforcement rule, Trigger, SME/Email templates etc.
- Scoping entire project into Functional and technical groups and documentation of each
- Provide testing and migration support on UAT and Production environment.

Project #2 **HDFC Bank Suitability Profiler (Bancassurance)**
Type of Industry **Life Insurance**
Role **Business Analyst**
Responsibilities

- Managing requirement elicitation and documentation.
- Interacting with client and understanding Business requirement, analysing, assessing the impact of the changes, and providing optimum solution.
- Creating High level implementation plan, Costing, Proposals and provide delivering timelines for the same.
- Arrange walkthrough of the requirement to dev team and QA team and assist them to meet the project deliverable timelines
- Configuration in CRMNEXT as part of the project and provide basic functionality like Lead Management, Assignment rule, Business enforcement rule, Trigger, SME/Email templates etc.
- Creation of business logic to fetch priority plans and rest of the plans
- Implementing how data will fetch from HDFC core system, flow to other third-party system, and provide insightful methodology.
- Provide testing and migration support on UAT and Production environment.

Project #3 **HDFC Bank Recommendation Advisor**
Type of Industry **Retail Branch Banking (HNW**
Role **Business Analyst**
Responsibilities

- Creation of Business Requirement Document for the entire Project.
- Creation of functional specification document for each requirement raised with Development team.
- Complete designing of Customer meet, Capture Interaction, Offer generation and Supervisor Approval through an automated process.
- Development of project plan with required stakeholders and delivery plan for UAT and Go-live activity.
- Development of Layouts flows and finalization of Business model in CRMNEXT application.
- Design of Process flow in Bizagi and Visio.
- Planning and aligning team for UAT deployment till production implementation

- Development of Proposals with appropriate commercials for each change in the project plan.

Project #4   **HDFC Master Initiative**
Type of Industry   **Retail Branch Banking**
Role   **Sr. Business Analyst**
Responsibilities
- Delivery ownership from Requirement elicitation to Production movement.
- Creation Scope document consist of the modules to be developed, tested in the delivery model
- Manage changes to the project scope, project schedule and project costs using appropriate verification techniques.
- Delegate project tasks based on reporting associate's basis individual strengths, skill sets and experience levels.
- Create and maintain comprehensive project documentation.
- Assist in the definition of project scope and objectives, involving all relevant stakeholders and ensuring technical feasibility

Project #5   **Diebold Inc.**
Type of Industry   **Manufacturing**
Role   **Developer, Quality**
Responsibilities
- Created Custom flow using workflow for Expense Report for the Customer which required 3 level approvals.
- Development of Functional specification for Expense Report, Establishing Test Scenarios and Creation of Test cases for New Custom Flow for Expense Report.
- Advanced PDF in the form of Cheque printout for the client checks, alignment of fields and layout management.
- Automatic Email generation to Customers through saved search

Project #6   **T.G.I Friday's**
Type of Industry   **Food Chain industry**
Role   **Technical Developer**
Responsibilities
- Created a scheduled script for Freight Expense, which required removal of freight lines from the Expense report and save it without Freight.
- Creation of Test Scenarios and Test Scripts for Freight Expense and executing the same.

Project #7   **Ascensia Diabetes Care**
Type of Industry   **Diabetes Health Care**
Role   **NetSuite Consultant**
Responsibilities
- Establishing Test Scenarios and Test cases for the Module RTR in NetSuite.
- Development of Technical Specification for Transport zone to Calculate Expected Delivery Date.
- Creation of Test Scripts for the requirement Technical Specification for Transport zone to Calculate Expected Delivery Date.
- Creation of Workflow for Dunning Letters for customers those whole payment is delayed, and automatic Email is sent to those customers using email template.
- Supported Hyper Care for this project and followed Agile testing strategy during the go-live period

Personal Details:

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		Date of birth:	**26th Feb 1990**
Address:	**B-4, C-Wing, 417, Devgiri CHS, Near Lok Vatika, Kalyan (East), Thane**		

Declaration:

I hereby declare that all the above furnished information is true to the best of my knowledge and belief.

Nilesh Arvind Dubey