

Deepak Jain

Pre-Sales/Business Analyst/Project Delivery | Gurgaon | +91 98737 26995 | 1981.deepak@gmail.com

Total **8 Yrs.** of IT industry experience in various roles like Sales, Pre-Sales, Project Delivery & Business Analyst. Out of total **8 Yrs.**, having **5.8 Yrs.** of experience in Presales, Business Analysis & Project Delivery of software solution like CRM (Sales/Service/Marketing modules), HRIS, BPM and DMS. I am presently associated with **software division** of **Canon India Pvt. Ltd.** i.e. **Center of Excellence (CoE)**. In the previous assignments, I have been associated with **Pyramid IT Consulting Pvt. Ltd.**, **Sonata Information Technology Ltd.**, **Godrej Infotech Ltd.**

Key Achievements:

- In last 3 yrs handled 6 CRM projects from initiation till project sign off as Business Analyst. [Canon India]
- Initiated & streamlined presales activities to support sales team on technical & functional aspects of the product [Canon India].
- Functionally designed some complex modules in the existing product as per the new requirements of the client [Canon India].
- Delivered best suited end to end software solutions for Tenders, RFPs, RFIs & EOIs based on existing DMS, BPM & Imaging products [Pyramid IT Consulting - Previous Assignment].
- Managed Technical Bid & Project implementation for major Govt. & Private organization like BSNL, Jindal Steels & Power Ltd (JSPL), MTN (Rwanda), Supreme Court of Rwanda (Rwanda) etc [Pyramid IT Consulting - Previous Assignment].
- Have done extensive requirement gathering for clients like Jindal Steels & Power Ltd (JSPL) & MTN (Rwanda), which involved Business Process Analysis & Business Process Re-Engineering for all major departments of the organization [Pyramid IT Consulting - Previous Assignment].

Professional Experience

- | Business Analyst | | Canon India Pvt. Ltd. | | Gurgaon | | 2011 - Present |
|---|--|-----------------------|--|---------|--|----------------|
| <ul style="list-style-type: none">➤ Manage Pre-Sales of software solution like CRM (Sales, Service & Marketing), HRIS, and Unified Portal in domestic & international marketplace.➤ Understand prospect's Business Requirements & to propose end to end Solutions to meet their project requirements.➤ Give product presentation & demonstration to prospects/Partners.➤ Prepare Techno-Functional proposals based on Scope & project requirements.➤ Create proof of concept and prototyping solutions.➤ Single point of contact for development team, Sales Team & Client for projects deliveries.➤ Gather Business Requirements & preparing Business Requirement Document (BRD)/Functional Requirement Document (FRD).➤ Do GAP Analysis based on AS-IS & TO-BE scenarios.➤ Calculate broad level effort estimation of the project as per scope & requirements.➤ Handle internal release from the development team for the client delivery.➤ Do UAT on internal release before Soft Launch/Final Client Delivery/Subsequent Releases.➤ Manage Soft Launch/Final Project Delivery/Subsequent Releases as per the release plan in SaaS Model.➤ Manage end/business user training.➤ Manage Change Request.➤ Manage product enhancement. | | | | | | |

Relevant Previous Professional Experience

- Presales Executive | Pyramid IT Consulting Pvt. Ltd. | Delhi/NCR | 2008 - 2011**
- Managed Pre-Sales of software solution like Business Process Management (BPM) System, Document Management System (DMS) & other customized applications in domestic & international marketplace.
 - Responded Tenders, RFPs, RFIs & EOIs with best fit solution.
 - Given product presentation & demonstration to prospects/Partners.
 - Prepared Techno-Functional proposals based on Scope & project requirements.
 - Created proof of concept and prototyping solutions.
 - After gathering prospect's Business Requirements & proposed end to end Solutions to meet their project requirements.
 - Gathered Business Requirements & prepared Business Requirement Document (BRD)/Functional Requirement Document (FRD).
 - Done GAP Analysis based on AS-IS & TO-BE scenarios.
 - Calculated broad level effort estimation of the project as per scope & requirements.
 - Single point of contact for development team, Sales Team & Client for projects deliveries.
 - Managed end/business user training.
 - Managed Change Request.
 - Managed product enhancement.

Previous Professional Experience (2006 – 2008)

In previous assignment associated with organization like **Sonata Information Technology Ltd., Godrej Infotech Ltd. & Ginni System Ltd.** Wherein I have managed Sales & Presales of Software Solution like Microsoft Dynamics AX, Microsoft Dynamics NAV, Microsoft Dynamics CRM, SAP B1 & Retails ERP solution for domestic marketplace. During my association with Ginni System Ltd, I have been involved in implementation of Retail ERP solution right from modules like front end Point of Sale (POS) solution till organizations Inventory Management Modules along with BI reporting.

Educational Qualifications

- MBA (IT & Systems) from ICFAI University 2013
- B.E Electronics & Telecommunication from Institution of Electronics & Telecommunication Engineers (IETE), Delhi, 2006.
- B.Sc (Hons) Electronics from HansRaj College, Delhi University (DU), 2003.

Other Courses

- Diploma in SOFTWARE TECHNOLOGY from CMC LTD.
- Course in CORE JAVA from NIIT.

(Deepak Jain)