

Yash Goyal

27 years | Male | Bengaluru | 9981717998 | yash201@gmail.com

Profile Summary

Competent, Dynamic and Multidisciplinary Management Professional having 4 plus years of experience in Consulting, Business Development & Sales, Client Relationship Management, Decision Making, Business Analysis, Strategy and Managing Teams.

Academic Qualifications

Degree	Year	Institute, University/ Board	% / CGPA
MBA (Marketing & Finance)	2019	Great Lakes Institute of Management, Gurgaon	3.07/4.00
B. E. (IT)	2015	ITM, Gwalior	7.13/10.00
H.S.C	2011	C.B.S.E.	75.20
S.S.C.	2009	C.B.S.E.	90.60

- Secured **97.82** Percentile in Global Mathematical Talent Probe, organized by IFSE
- Secured **94/100**(Pass with Distinction) in University of Cambridge BEC Preliminary Exam in 2012

Professional Experience

Deloitte, Bangalore **Consultant** **April 2019 to Present**

- Working closely with Senior Management and providing them valuable results pertaining to strategic decisions
- Creating business process transformation roadmap for client, especially **SAP financial and controlling (FICO)** processes
- Co Leading the design and delivery of SAP FICO functional processes
- **Managing team** of ~15 people for daily progress reporting and issues rectification
- **Handling client meetings** to understand requirements and provide important business insights and recommendations
- **Organizing** Monthly Forum Meet for around 150 employees

Infosys, Pune **Senior Systems Engineer** **Dec 2015 to May 2018**

- **Developed and Supported, Salesforce cloud CRM System** for an electric giant which handled their sales and service
- Involved in Client **Relationship Management** with multiple client interactions
- Performed Root Cause Analysis of support issues while managing 96.5 % SLA overall
- Had individual contribution to more than one module of Salesforce at the same time
- Implemented new ideas to improve the feasibility of project by analyzing project scope and requirements
- **Performance Award** for monthly star from Infosys Leadership and various appreciations from client

Volunteer/Community Experience

Make A Difference, Gwalior **Operations Fellow** **Apr 2013 to Mar 2015**

- **Ensured proper functioning** of all the centers across the city chapter and hosted monthly meetings
- **Maintained Healthy Relationships** between the Centre Authorities & Make A Difference
- **Led Project Fortify** (infrastructure and other development of centers) and a team of 120 city volunteers and 3 interns
- **Recognized** as the Best Operations Heads across the country for the Year 2013-14

Make A Difference, Gwalior **Dream Camp Lead** **Dec 2013 to Mar 2014**

- **Organized** two 2-Days Outbound Camps for 140 children worth INR 10 lakhs
- **Raised Funds** for the camps worth INR 5 lakhs from a 3-tier city Gwalior targeting local businesses and Bank CSRs like SBI
- **Led** a team of 53 Volunteers segregated into Fundraising, Session Planning, Publicity and Logistics

Academic Projects

- **Timex Watches** – Under the guidance of the Sales and Distribution Head, studied and later presented the whole sales and distribution channel model, the challenges faced and how they are tackled.
- **Affordplan** – Developed a Road Map and formulated the **Go-To-Market Strategy** to identify and generate strategic partnerships that can be done, in order to expand Affordplan Platform and to build the brand in India
- **Box8** - Performed reverse engineering on the business model of the giant startup under the Business Consulting course

Other Achievements

- Member of Alumni Committee at Great Lakes Institute of Management – achieved the maximum foot fall of last 8 years in the alumni meet
- Member of SPICMACAY Society of ITM Gwalior – hosted events with top performers of the Society
- School Captain from 2008 to 2010 – revamped the school houses' functioning and acted as a bridge between the students and the faculty
- Won Multiple Debate, Recitation, Mono-Acting, Computer Coding and Essay Writing competitions at Inter and Intra School/College Levels
- State-level Table Tennis Player

Interests and Hobbies

- Public Speaking and Travelling