Sheregar R

Salesforce Business Analyst, 5+ years experience
Mumbai, India
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Business Analyst with nearly 4+ years of experience across India and the USA, delivering end-to-end business analysis, analytics, and reporting solutions. Strong expertise in BRD/FRD documentation, stakeholder management, UAT execution, and dashboard development. Proven ability to translate business needs into data-driven insights using Tableau, Power BI, SQL, and Advanced Excel across finance, CRM, and marketing domains.

INDUSTRIES: Manufacturing, housing

TECHNICAL SKILLS

• Business analysis	4 years & 6 months
• sales force	4 years
• Agile Scrum	4 years
• sales cloud	1 years
• Sales & Service Cloud	1 years

PROJECT DETAILS

• Schneider Electric

Project Description: Designed executive Tableau dashboards PL, BU variance by translating CFO and VPlevel finance business requirements into KPIdriven insights for real-time ten crore plus revenue visibility. Automated fifteen financial reports by integrating SQL queries with Tableau dashboards, reducing reporting turnaround time from weeks to minutes and cutting manual effort
Responsibilities: Designed executive Tableau dashboards PL, BU varianceby translating CFO and VPlevel finance business requirements into KPIdriven insights for realtime ten crore plus revenue visibility. Automated fifteen plus financial reports by integrating SQL queries with Tableau dashboards, reducing reporting turnaround time from weeks to minutes and cutting manual effort Authored use cases and user stories with acceptance criteria, and led UAT execution for dashboard wireframes, validating business logic and report accuracy prior to live signoff.
Technologies: Business Analysis: Requirement Gathering, BRD, FRD / FSD, Use Cases, User Stories, GAP Analysis, Process Mapping. Data & Analytics: Tableau, Power BI, Advanced Excel, SQL, Python, Alteryx, Informatica. Tools: Salesforce CRM, JIRA, Confluence, SharePoint,
Industry: Manufacturing

• Minto Communities

Project Description: Owned Salesforce Sales Cloud configuration by implementing validation rules, deduplication controls, and data quality checks, reducing CRM data and process errors Standardized Salesforce lead lifecycle and lead toopportunity conversion by aligning statusesfieldsand business rules.
Responsibilities: Owned Salesforce Sales Cloud configuration by implementing validation rules, deduplication controls, and data quality checks, reducing CRM data and process errors Standardized Salesforce lead lifecycle and lead-to-opportunity conversion by aligning statuses, fields, and business rules. Developed Salesforce-based Power BI reports using lead, opportunity, and campaign data with data modeling and DAX, enabling Marketing teams to monitor funnel performance, conversion rates, and campaign effectiveness.
Technologies: Business Analysis: Requirement Gathering, BRD, FRD / FSD, Use Cases, User Stories, GAP Analysis, Process Mapping. Data & Analytics: Tableau, Power BI, Advanced Excel, SQL, Python, Alteryx, Informatica. Tools: Salesforce CRM, JIRA, Confluence, SharePoint,
Industry: housing

EDUCATION

• Bachelors degree in MS Business Analytics from DePaul University 2021 - 2023

LANGUAGES

• English - native

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