# Nitesh Sharma

SKILLS: Business Analysis, Requirement Gathering, System Design, Project Management, Odoo, ERP, Business Consulting, Python, PostgreSQL, C++, Machine Learning

OVERVIEW: With an experience of over 6 years in providing business solutions and products, implementing systems to help business organizations grow has become a passion for me. With a great diversity of projects and industries like Retail, Manufacturing, Ecommerce, Shipping, Media, Hospitality, Health, Education you can trust me to help you get that extra edge in your business.

* ERP Work Experience includes – 5 Implementation Projects + 3 Support Projects in OpenERP 7.0 and 5 Implementation Projects in Odoo 8 and 3 implementation project in Odoo 9 + working on products using Odoo 9 Framework. Industries include Shipping (Intermodal industry), Manufacturing, Service, eCommerce, Retail, Education and Healthcare etc.
* Primary Responsibilities include – Project management, Requirement Gathering, Gap Analysis, Business Analysis, Solution Architecture, Configuration, Work with Technical Team in Development, Test Case Design, Implementation, Data Migration, Training, Documentation etc.
* Secondary Responsibilities – Plan Sales Strategy, Convert Opportunity to Sale, Give Pre-sales demo to clients, make Proposals & Estimates, Negotiation with clients on commercials, Raise PCRs (Project Change Requests), Employee Trainings, manage project estimates, costs and profitability, take decisions regarding to Project Department to improve the productivity and help in improving the company visibility.
* Other Responsibilities – Work with Sales team in strategic decisions and operations to expand the company’s scope in ERP field, help in Marketing and take part in strategic decision making regarding ERP.
* Business Process & Supply Chain design.
* Other experience also includes work in the field of Machine Learning.