

Mr. Prafulla Rawal

Senior Consultant, Business & Decision

'Tools for an effective Consultant'

"With 6½ years of experience in the consultancy domain, I would like to share the exciting and challenging facet of this world: how simple advice can resolve complex looking problems; how out-of-the-box thinking can save thousands of pounds and how a few simple tools and techniques drastically improve efficiency of processes not just in your professional life but in your personal life too. The session includes some real life examples and my own experiences to give everyone a flavour of life as a Consultant."

Guru Biography

Prafulla Rawal is a senior consultant in the CRM area with Business and Decision. He is currently based at British Petroleum where he has designed and implemented Data Quality methodology that is being used in around 12 countries around the world. He has been with BP since 2009.

Prior to working at BP, Prafulla was involved with different clients that spanned over 3 years. One of these clients was the Lawn Tennis Association where he was a CRM functional and technical consultant. Here too he designed as well as implemented a 'rating and ranking allocation' solution to allocate instant ratings to players based on their performances. Apart from these two clients, Prafulla has also worked with Christie's, Nissan Automobiles etc. Prior to relocating to the UK, Prafulla worked for a couple of years with Inforte India as CRM Technical consultant and team lead. Prafulla's key area of specialisation lies with CRM related technologies and this includes Siebel On-Premise CRM, Siebel On Demand CRM, Microsoft Dynamics CRM, SFDC (Salesforce.com) etc. He has also recently passed his ISEB ISCP examination and is working towards becoming a Certified IS Consultancy Practitioner.

Tuesday 22nd February 2011 (5-6pm) - J206



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