







**YUNUS NAVALUR**



***SALESFORCE & APTTUS ARCHITECH***

Over 8+ years of total IT experience with good knowledge of Salesforce CRM and Apttus application. Experienced Apttus developer with good architecture knowledge and capability of designing and solutioning. Good team handling capability and excellent communication skills. Able to work alongside with multiple teams for designing and development of functionality in various functional areas. Initiator and lead on CPQ COE team with focus area on Training, Technical POC, Reusable solutions and Technical papers to help Firm build Apttus capability.

# WORK EXPERIENCE

## Deloitte Consulting US India Pvt Ltd



Senior Consultant

Aug 2017 - Present

As a Sr Consultant, worked on multiple projects as team lead and Apttus architect with a team size of 12 members. Worked on advanced Salesforce and Apttus functionality with key responsibilities of Client handling, requirement gathering, Solutioning, designing and build. Also, have been mentoring new recruits to adapt in Salesforce and Apttus capabilities. Initiated multiple firm activities of key business solutions to drive apttus sales and solutioning.

## Deloitte Consulting US India Pvt Ltd



Consultant

Dec 2013 – Aug 2017



As a Consultant, worked on daily assigned User stories by owning the module. Involved in US grooming and design discussion. Providing the team with the necessary technical support and training Client technical team to understand the application capabilities. Mentoring the campus recruits to get onboarded with project build and Salesforce/Apttus knowledge.

## Wipro Consulting India Private Ltd

## Analyst Programmer

Feb 2011 – Nov 2013

As Analyst Programmer, attended training and classroom session on salesforce. Picked up worked assigned by the onsite and delivered with quality. Helped with writing test classes and defects helping make system stable. Supported the team with necessary support technically and functionally.

# EDUCATION PATH

### City Engineering College

Sep 2006 - May 2010

### Bachelor of Engineering, Computer Science

Graduated in Computer Science Engineering. The course includes hardware and software aspects of both computer design and computer applications. With a duration of the course is four years and its syllabus are divided into eight semesters.

### Jyothy Kendriya Vidyalaya Pre-University Education, Computer Science

Sep 2011 - May 2012

The pre-university course or pre-degree course and is an intermediate course (which is known as 10+2) of two years' duration, conducted by state education institution

# CONTACT INFORMATION



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# Volunteer Work

# Deloitte India Office - 2018

# Volunteered as teacher

# School for Disabled Kids

# Deloitte India Office – 2017

# Volunteered as Teacher

# Government School

# CERTIFICATIONS

* Salesforce Certified Platform Developer I and Platform Developer II
* Salesforce.com Certified Administrator
* Apttus Quote-to-Cash

SPECIALITIES/SKILLS

* Advanced salesforce knowledge which includes CRM cycle, all configuration aspects regarding objects, workflows, process builders, security management, sharing settings, development using apex triggers, classes and visualforce. Aware of all salesforce governor limits and how to write code based on it, application of all a sync functionality.
* Complete knowledge of Apttus Product and Pricing Setup along with detailed object structures of all Apttus objects which includes: Setting up of products with pricelists and categories, constraint rules, search filters, cycle of pricing, maintenance jobs, all custom settings setup, setting up pricing with rulesets, matrices etc
* Knowledge of detailed development related to apttus customization which includes: Setting up callback classes like Validation Callback, Pricing Callback, Product Filter callback etc, also aware of use of Apttus APIs to enhance the customization of Apttus behavior, etc
* Additionally, Hands on experience in executing projects in AGILE SCRUM and WATERFALL methodologies. Experience in leading and managing teams in offshore as Team Lead. Worked on getting requirements from functional users and designing as well as developing the solutions.