V Vamsi
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Professional Summary

- ➢ I have arrounding 4+ Years of experience in Configuration, Customization and leveraging Force.com Platform world's first commercial Software Application as a Service (SAAS) running in Cloud Computing Environments.

- ➢ Experienced in configuration, implementation, support of salesforce CRM and salesforce CPQ Applications.

- ➢ Experienced in validation rules, formulas, workflow, approval processes, email templates, process builder.

- ➢ Experienced in CPQ functionalities like Guided selling, Advanced approvals, order and contract management.

- ➢ Good knowledge of maintainingapplication securityas per salesforce standards or company policy.

- ➢ Experienced on salesforce CPQ configuration, product rules, price rules, discount schedules and quote templates.

- ➢ Fast learner & good communication skills, Multitaskingand can work under pressure.

- ➢ Experience with requirement gathering, analyzingfindingsolutions.

- ➢ Extensive knowledge of interacting with the business team and understanding requirements and implement them in effective way.

- ➢ Business, Presentation & Leadership skills. analytical and problemsolving skill set.

- ➢ Developed Apex Classes, Controller Classes, Batch Apex and Apex Triggers for various functional needs in the application.

- ➢ Havinggood experience on SOQLand Involved in Unit Testing, Test Coverage.

- ➢ Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.

- ➢ Salesforce CRM, Sales Cloud, Salesforce CPQ, Process Builders, Workflows and ApprovalProcesses, Data Loader, Workbench, best practices for Governor Limits.

Technical Skills:

- Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule,Amendments, Subscription, etc. Salesforce CRM, Salesforce CPQ, Process Builders, Workflows and Approval Processes, DataLoader, Workbench, Reports and Dashboards
- salesforce CPQ configuration, product rules, price rules, discount schedules and quotetemplates.
- Tools Jira, Salesfore.com ,Salesforce CPQ, Salesforce , Apex, Visualforce.

Work Experience

- Working as Salesforce CPQ Specialist with **Brillio** from Apr -2020 to Jan-2024.

PROJECTS

Project #1: Zendesk Connected

Description: This project aims to enhance the client's customer service capabilities, streamline support processes, and improve customer satisfaction. Implemented Salesforce CPQ for Zendesk Connect to provide accurate pricing with given product configuration.

Roles and Responsibilities:

- ✓ Designed, Implemented and deployed the custom objects, Page layouts, Custom tabs.
- ✓ Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, DiscountSchedule, Amendments, Subscription, etc.
- ✓ Salesforce CRM, Sales Cloud, Salesforce CPQ, Process Builders, Workflows and Approval Processes, Data Loader, Workbench, Users and Profiles, best practices for Governor Limits.
- ✓ Used Validation rules and Custom formulas.
- ✓ Designed and developed Workflow rules for generating mails, tasks and field updates.
- ✓ Created Products, Product rule, Discount Schedule, Price rule, to meet the business requirements.
- ✓ Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.
- ✓ Implemented applications using agile methodology.
- ✓ salesforce CPQ configuration, product rules, price rules, discount schedules and quote templates.
- ✓ Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer agreements, process purchase orders and renewal opportunities.
- ✓ Moved the changes fromSandbox to Production through Change Set and Copado.

Project #2: PayScale

Description: Enhance the compensation system to boost transparency, automate adjustments, ensure fairness, and stay competitive. Key deliverables include a user-friendly dashboard, automated salary adjustments, equity analysis, benchmarking integration, reporting tools, documentation, and testing. This project will streamline compensation management and improve employee satisfaction.
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Roles and Responsibilities:

- ✓ Designed, Implemented and deployed the customobjects, Page layouts, Customtabs.
- ✓ Salesforce CPQ-Product rule, Price rule, Bundle, configuration, Quote Line Editor, DiscountSchedule, Amendments, Subscription, etc.
- ✓ Salesforce CRM, Sales Cloud, Salesforce CPQ, Process Builders, Workflows and ApprovalProcesses, Data Loader, Workbench, best practices for GovernorLimits.
- ✓ Used Validationrules and Customformulas.
- ✓ Designed and developed Workflow rules for generatingmails, tasks and field updates.
- ✓ Created Products, Product rule, Discount Schedule, Price rule, to meet the business requirements.
- ✓ Salesforce CPQ-Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule,Amendments, Subscription, etc.
- ✓ salesforce CPQconfiguration, product rules, price rules,discount schedules and quote templates.
- ✓ Coordinated with Legal, Business Operations, Orders and Finance teams to execute cutomeragreements, process purchase orders and renewal opportunities.

Project #3: Verizon Connect

Description: Verizon Connect offers a complete suite of solutions for fleet management, Device management to their clients. Implemented Salesforce CPQ for Verizon Connect to provide accurate pricing with given product configuration.

Roles and Responsibilities:

- ✓ Involved in Salesforce.com customization as well Configuration as per the requirement.
- ✓ Worked on CPQ Enhancements
- ✓ Worked on production incidents on Salesforce cpq, Salesforce configuration and customizations.
- ✓ Worked on checkmark source code vulnerability fixes.
- ✓ Created simple and configurable Products.
- ✓ Worked on optimization of different objects like opportunity,Account,Case
- ✓ Implemented advanced approvals for Quote approval Process.
- ✓ Created custom Objects, custom fields, custom settings, custom labels, workflow rules, field update,and email alerts.
- ✓ Developed various Validation rules as per the business requirement
- ✓ Moved the changes from Sandbox to Production through Change Set.

Project #4: Axioma CPQ Implementation

Description: Axioma offers a complete suite of solutions for risk management, Portfolio management and regulatory reporting to their clients. Implemented Salesforce CPQ for Axioma to provide accurate pricing with given product configuration.

Roles and Responsibilities:

- ✓ Involved in Salesforce.com customization as well Configuration as per the requirement.
- ✓ Created simple and configurable Products.
- ✓ Implemented complex pricing rules based on Product Family and Region.
- ✓ Implemented advanced approvals for Quote approval Process.
- ✓ Created custom Objects, custom fields, custom settings, custom labels, workflow rules, field update,and email alerts.
- ✓ Created Visual force Pages for implementing Email Template.
- ✓ Developed various Validation rules as per the business requirement

- ✓ Moved the changes from Sandbox to Production through Change Set.
- ✓ Involved in Unit testing and test coverage**.**

Educational Qualifications

- ❖ **Bachelor of Technology(ECE) –Vikramsimhapuri University :2016**

CERTIFICATIONS CERTIFICATIONS

- Salesforce CPQSpecialist