**THILAK THIRUPATHUR A picture containing drawing

Description automatically generated A picture containing drawing

Description automatically generated Graphical user interface, text, application

Description automatically generated Phone**: 8688652805 **Email ID**: Thilak.tirupathi@gmail.com

**Professional Summary:**

* Proficiency in SFDC Administration tasks like creating Profiles, Roles, Users, Page Layouts, Email Services, Approvals, Workflows, Reports, Dashboards, Tasks and Events.
* Extensive experience in analysing business requirements, entity relationships and converting to Salesforce custom objects, lookup relationships, master-detail relationships.
* Worked closely with Business Users to enable business processes using SFDC.
* Extensive experience in designing Custom Formula Fields, Field Dependencies, Validation Rules, Workflows, and Approval Processes.
* Experience in migrating data from legacy systems to Salesforce using Apex Data Loader.
* Have a good knowledge on APTTUS CPQ.
* Configured and maintained user security permissions in compliance with organizational needs.
* Strong knowledge working in teams implementing Agile Methodologies.

**Technical Profile:**

CRM : Sales force

Programming Languages : Apex Classes, SOQL

Web Technologies : HTML, Visual force, CSS

Operating Systems : Windows 7, WindowsXP.

Tools : Apex Data loader, Change sets, Workbench

**Work Experience:**

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| --- | --- | --- | --- |
| **Organization** | **From** | **To** | **Designation (Role)** |
| AG Technologies | Jun 2017 | Mar 2019 | Consultant |
| Capgemini | Mar2019 | Sep 2019 | Associate Consultant |
| Greynubo | Mar2020 | Till date | Senior developer |

**Professional Experience**:

**Project 1:**

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| --- | --- |
| Project Title | **Philips** |
| Technologies Used | **Salesforce Development, Apttus CPQ** |

**Project Description:**

Philips Healthcare provides healthcare solutions for diagnostic, treatment, and preventive care. The company’s product portfolio includes CT scanners, ECG equipment, mammography equipment, monitoring equipment, MRI scanners, radiography equipment, resuscitation equipment, ultrasound equipment, molecular imaging devices, X-ray equipment, and more.

**Roles & Responsibilities:**

* Creation of new products and remodelling of existing products.
* Changing the visibility of products using constraint Rules .
* Support and enhancements based on tickets.
* Data migration support and products validation after migration.
* Created new User Accounts and assigned Profiles as per their role in role hierarchy
* Defined Org wide default to restrict access from users
* Requirements gathering , analysis and implementation.
* Customized features using Apex, triggers, Classes Apex, Batch.
* Preparing Deployment and implementation of successful data migration
* Automating business processes using Process Builder, WorkFlow and Visual flow.

**Project 2:**

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| Project Title | **McAfee** |
| Technologies Used | **Salesforce CRM, Apttus CPQ** |

**Project Description:**

McAfee is now one of the world’s leading standalone cybersecurity companies. Inspired by the power of working together, McAfee creates business and consumer solutions that make the connected world a safer place for the benefit of all. McAfee, Inc. is an American global computer security software company headquartered in Santa Clara, California and, it says, the world's largest dedicated security technology company.

**Roles & Responsibilities:**

* Created new User Accounts and assigned Profiles as per their role in role hierarchy
* Defined Org wide default to restrict access from users
* Customized Page layouts for Standard/Custom objects and assigned Record Types
* Related Data Validation rules and Formulas as per business requirement.
* Worked with various salesforce.com Standard objects like Accounts, Contacts, Leads, Cases, Campaigns, Reports, and Dashboards.
* Created Workflow Rules to automate Tasks, Email Alerts, Field Updates, time-dependent actions
* Responsible for all the activities related to configuring Apex Data Loader, uploading data in CSV files into salesforce.com, checking for the correctness of the data.
* Configuring the products, stand alone, options, bundles, and multi-level bundles, in salesforce platform.
* Worked on pricing rules like Price metrics, price dimension, price rule sets
* Extensively worked on Numeric expressions, Attribute based configuration, attribute value matrix, and Product attribute rules.
* Extensively worked on IWA (Intelligent Workflow Approval process) and Advanced approval process in Apttus CPQ.
* Extensively worked on Apttus Incentives and Promotions, Constraint rules, and good knowledge on Price matrix, Price Ramps and Price Tiers

**Project 3:**

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| --- | --- |
| Project Title | **Abbvie Project** |
| Technologies Used | **Salesforce CRM** |

**Project Description:**

Abbvieis a company that develops, manufactures and distributes continuous glucose monitoring systems for diabetes management. It offers prebuilt functionality for all user groups, including primary care and specialty care representatives, medical science liaisons, and managed markets account executives.

**Roles & Responsibilities:**

* Maintained data cleanliness and accuracy by adding various Custom validation rules and Custom formulas.
* Created new User Accounts and assigned Profiles as per their role in role hierarchy.
* Defined Org wide default to restrict access from users, Customized Page layouts for Standard/Custom objects and assigned Record Types.
* Related Data Validation rules and Formulas as per business requirement.
* Created Workflow Rules to automate Tasks, Email Alerts, Field Updates.
* Responsible for all the activities related to configuring Apex Data Loader, uploading data in CSV files into salesforce.com, checking for the correctness of the data.
* Developed Workflows and Approval Processes for various functional needs in the application.

**I hereby declare that the above written particulars are true to the best of my knowledge.**

**Date**:

**Location**: **Thilak Tirupathur**