

SHREENI VADLAMUDI

SR. SALESFORCE CPQ CONSULTANT ☎ XXX-XXX-XXXX

Looking only for C2C Opportunities. Email me only if the C2C Rate is at least above \$115 per hour and I will call you back.

◦ DETAILS ◦

xxx-xxx-xxxx
shreeni.vadlamudi@gmail.com

◦ VISA STATUS ◦

US Citizen

◦ LINKS ◦

<https://www.linkedin.com/in/shreeniv/>

◦ SKILLS ◦

Salesforce
CPQ
MuleSoft
Einstein Analytics
(Tableau CRM)
Salesforce Administrator

👤 PROFILE

- A 6x certified Salesforce & MuleSoft professional with 15+ years of experience in IT industry with exposure to a wide variety of cloud native applications including Salesforce, MuleSoft & Workday
- Strategic Advisor, Solutions & Integration Architect with experience delivering Application Modernization, Enterprise Application Integration and Process Automation solutions.
- Strong understanding of Salesforce CRM capabilities along with Account Management, Contact Management, Opportunity Management, Partner Management, Lead Management, Case Management, Contract Management, Configure Price Quote (CPQ)
- Designed and implemented multiple CPQ solutions to meet customer requirements along with aligning to business objectives, road-maps and strategic solutions
- Delivered CPQ solutions involving bundles (Product features, Product options, option constraints, configuration attributes), product rules, price rules, discount schedules, pricing, contracted prices, quote templates, quote processes and custom actions

★ CERTIFICATIONS

Salesforce Certified Administrator

Salesforce Certified CPQ Specialist

Salesforce Certified Einstein Analytics & Discovery Consultant

MuleSoft Certified Platform Architect

MuleSoft Certified Integration Architect

MuleSoft Certified Developer

Workday Certified HCM & Integrations Consultant

📁 EMPLOYMENT HISTORY

Senior Salesforce CPQ Consultant at Accenture, Atlanta, GA

December 2016 — Present

Selected Relevant Experience across multiple Client Projects:

- Served in an advisory role to drive conversations with customer's Stakeholders and partners to analyze business needs, identify gaps, gather requirements,
- Provided proof of concepts and prepare presentations as required for client project needs.
- Worked with developers, project managers and others to help ensure high quality and timely software delivery on multiple implementation projects of varying sizes and complexities.
- Designed, developed, and implemented Salesforce CPQ cloud and as per business requirements.
- Worked with Salesforce Quote To Cash functionality such as Opportunities, Product configurations, Product rules, Price rules, Pricebook Setup, Product Setup, Quotes, Orders and contracts, Lead-to-Cash business processes.
- Designed & Lead CPQ processes across sales, quote, order management and billing on sales engagement.
- Implemented Zone based pricing structure, advanced approval rules, approval conditions and variables to match business requirements.
- Provided CPQ and Admin Production support for SalesOps Team and Deal Desk team.

- Lead integration of Salesforce with external systems using MuleSoft and other 3rd party middle ware systems
- Utilized JIRA, to track assigned support tickets and stories for enhancements and bugs for monthly releases.
- Provided support to end users to resolve issues with Salesforce and related applications & conducted weekly demos of new functionality for business stakeholders.
- Analyzed key performance indicators to measure sales productivity and prepare reporting packages on monthly and quarterly results to executive management.
- Initiated SQL and SOQL updates for new builds to help faster installations of code updates.
- Coordinated with Legal, Business Operations and Finance teams to execute customer engagements, process purchase orders and renewal opportunities.
- Worked closely with Change Management team to ensure adequate communications and training for stakeholders impacted by new capabilities.

Senior Salesforce Consultant at Kroger

November 2012 — December 2016

- Responsible for Configure, Price Quote, and subscription Billing processes, including enhanced Price Catalog & price book, Advance approvals and Order management, Invoicing, Contracts and Revenue reporting.
- Implementation of Salesforce CPQ, product configuration, product rules, pricing rules and quote templates
- Implemented Advanced Approval for multi-level approval process with dynamic routing.
- Worked with native Salesforce quote to cash functionality such as Opportunities, Products, Price books, Quotes, Orders and contracts.
- Experience in renewal process Cash-to-quote, quote-to-Cash functionality.
- Performed administrative tasks such as creating users, roles, profiles, sharing rules, email alerts and business processes.
- Build and maintain relationships with the stakeholders across the enterprise providing updates, issue resolutions, handling exceptions, vendor activities and related requests from other groups in the company.
- Conducted meetings with the business and client partners to document functional and non-functional requirements and understand current state versus desired future state.
- Lead the Salesforce team providing technical guidance and managing the project migrating their legacy Contact Management and Sales Tracking system to Salesforce Lightning.
- Coordinated work assignments with developers and Administrators throughout the product development life cycle.
- Liaison between developers, users, and various members of my team to discuss and to resolve defects and their priorities.
- Assisted in designing and creation of training material and conducted internal training sessions for business users on Salesforce technology functionalities.
- Experience in designing, developing, testing, and deploying business solutions.
- Conducted weekly meeting with Sales Ops team and discussed need to add additional fields in Salesforce to track the time to follow up from a lead.

Integration Lead at Kroger

April 2009 — October 2012

- Worked as Middleware Architect and senior Developer
- Analyzed functional requirement by talking with customers and designed, APIs, RAMLS, Business Process Diagram and interfaces
- Integrated external and internal applications using middle\ware services
- Implemented validation & exception handling.

Integration Lead at Nortel Networks

August 2008 — January 2009

- Responsible for over viewing the integration testing of PS (Project Systems) with SAP SCM solutions such as Demand Planning & Supply Network Planning.
- Identified the critical integration points, data relationships & configuration

between PS and SCM and developed Test Plan document, test strategies & test cases accordingly.

- Performed System & Integration testing of PS and SCM modules.
- Tested a Demand Planning solution which fetches Project Systems history data into Business Warehouse, consolidates this data into the existing Demand Planning info cubes that feeds the Demand Planning Object Structures and Planning Areas.
- Used Quality Center for Requirements Management, develop & execute test cases, defect logging and defect management.

Tech. Lead at Southern California Edison

June 2007 — August 2008

- Responsible for doing feasibility study and identifying tools for Service SOA Development and Virtualization.
- Developed Services in ESB layer using SOAP/HTTP(s), REST, MQ, JMS, Socket/TCP protocols
- Implemented Continuous Integration (CI) enabling faster turnaround times and application delivery
- Extensively involved in performing stand-alone service testing using SoapUI, Schemas & SOAP/WSDL.
- Hands on experience using groovy scripting to develop custom utilities and for data driven testing in the S

Java Developer at Reynolds & Reynolds

February 2004 — May 2007

- Developed user interface using JSP, HTM, CSS and JavaScript
- Used Dependency injection in Spring for service layer and DAO layer
- Written Servlet and deployed them on WebSphere application server.
- Responsible for user validations on client side as well as server side.
- Development of the java classes to be used in JSP and Servlets.
- Improved the coding standards, code reuse.
- Worked with PL/SQL scripts to gather data and perform data manipulations
- Developed stored procedures in Oracle

EDUCATION

Master of Science, Dalarna University, Sweden

February 2002 — December 2003

Bachelor of Technology, JNTUH, India

June 1997 — June 2001