

# Vani Manda

Brea, CA

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4083063391

- Around 7 years and 7 months of extensive and progressive IT Experience in the areas of Analysis, Design, Development, Coding, and Testing Enterprise level applications.
- Experience in Salesforce Customization, Security Access, Workflow Approvals, Data Validation, Analytics, Sales Cloud in Salesforce.com CRM.
- Experience with various advanced fields like Pick lists, Custom Formula Fields, Many to Many Relationships, Lookups, Master-Details, Field Dependencies, Validation Rules, Work Flows, Approval Processes, Process Builder and Visual Flow for automated alerts, field updates & Email generation per application requirements. Experience in SFDC Customization of Reports and Dashboard.
- Experience with Data migration and updates through the tool App Exchange Data Loader in Salesforce.com Experience with Salesforce sandbox and production environments.
- Experience in Installing Salesforce.com AppExchange Apps, configuring and maintaining user security permissions in compliance with organizational needs.
- Great interpersonal and communication skills, focused, self-motivated, organized, quick learner and team oriented.
- Proficiency in native Big Machines programming languages - BML and BMQL.
- Experience in commerce, configuration, document engine, Printer Friendly XSL views, Library functions, and data tables.
- Have good hands on BML scripting and have written Utility and commerce Library functions.
- Expertise in writing recommendations, Rec Item (Configured Scope), hiding, constraints and validation rules.
- Experience in handling bulk data upload to data table and bulk upload of attributes.
- Implemented various word, pdf and Excel document outputs showing up costs and revenues as per the business requirements.
- Experience in writing complex XSL snippets for document engine.
- Ability to develop solutions and design for the implementation of the platform based on the client's Product Lines, Commerce Workflow and Proposals and also define out-of-the-box solutions using OOPS concepts.
- Extensive experience in designing of Custom Objects, Custom Fields, Pick list, Role Based Page Layouts, Workflow Alerts and Actions, Workflow Approval, Validation Rules, Approval Processes, Custom Tabs, Custom Reports, Report Folders, Report Extractions to various formats, Design of Visual Force Pages, Snapshots and Dashboards according to application requirements.
- Contributed to the practice building. Trained new/existing resources and helped the company to build Big Machines Competency practice.
- Excellent communication, presentation and interpersonal skills and excellent teamwork.
- Strong knowledge on OO Analysis and Design.
- Good understanding of Cloud Computing with domain knowledge of CRM.

Authorized to work in the US for any employer

## Work Experience

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## **Sales Force Admin /CPQ Business Analyst**

Beckman Coulter - Brea, CA

October 2018 to February 2020

### **Responsibilities:**

- Re-Designing Pricing logics in iQuote according to Client requirements.
- Coordinate prioritization discussions with Sales Operations, Marketing Operations, Services, Order Management, RevOps, Finance, Legal, Engineering and IT to define business requirements, and systems goals.
- Create and maintain thorough, up-to-date, functional and technical systems documentation.
- Be responsible for systems roll-out and change management, including new process definition, UAT, training, go-live, and adoption.
- Work with development team to ensure the design and development of technology solutions fulfills all business requirements, achieves desired customer experience objectives and goals.
- Capturing business processes and mapping system data requirements
- Understanding of the Oracle CPQ Application.
- Working directly with the Business Rep and end users.
- Working with CPQ Architect, and Developer teammates involving customizations and configurations of Configuration, Commerce and Doc Engine Plans, gathers and clearly documents the business needs (requirements) of clients and stakeholders using techniques like prototyping, use cases, wireframes, JAD sessions, etc
- Organizes and validates the requirements and ensures that all are traceable and measurable.
- Elicits, analyzes and validates business, functional, and non-functional requirements
- Serves as a liaison between the clients and developers to ensure that all technical requirements are identified, if applicable
- Assists in the collection of data element requirements.
- Facilitates joint application review/design sessions with clients, technical, and vendor resources
- Identifies and documents issues and risks in a timely manner and presents to PM for mitigation planning
- Serves as a SME for the instructional designer during training planning and development
- Assist lead, Design, enhance and building services for Customer in Agile Development Environment.
- Responsible to Migrate the Changes from Development Environment to Testing.
- Working on three environments development, test and production.
- working on data tables, Print actions and Util libraries.
- Many Pricing and Revenue calculations are implemented based on the business requirements.
- Participating in daily Stand up meetings and giving updates on the tasks assigned. Given suggestions on best practices and good design on iQuote
- Working on New Enhancements, Bug fixes and Standard changes issues raised in Jira Ticketing tool by Business team.
- Modified Business Requirement Document, Identified process repetitions, bottlenecks and infrequent routes
- Created Environment setup plan, Migration document and checklist
- Maintained and populated configuration workbook
- Planned testing strategy, created and signed off test-script, executed User Acceptance Test
- Configured products and price book
- Configured out of the box reports and dashboards as well as custom reports.

## **CPQ Big Machines/Sales Force Business Analyst**

Thermo Fisher Scientific - Sunnyvale, CA

November 2017 to July 2018

Responsibilities:

- Implementing a ReArchitecture project on Big Machines. Provided guidance to client on BigMachines designs and best practices.
- Extensively working on -
- Configuration - Implemented different models (end to end) on the UI.
- Commerce - Implemented different types of pricing and revenue calculations.
- Doc Engine - Implemented end to end Doc Engine module. Developing templates in EXCEL, PDF and RTF versions.
- Experience on bulk uploading of attributes, different kinds of rules like recommendation, constraint, hiding and validation rules, migration center, layout editor.
- Administration, configuration, implementation, and support experiences on bigmachines platform.
- Utilized BigMachines platform and web technologies including XML, HTML, CSS and XSLT to satisfy customer requirements.
- Working on BigMachines BML to implement business logic and used their Document Engine Output for result reporting.
- Actively participating in Project launch meetings every day and giving updates on the tasks assigned. Given suggestions on best practices and good design. Analyzing customer issues and communicated solutions.
- Working on BML to create Configuration/Commerce rules & Library functions.
- Working on layout editors to create configuration, commerce UI.
- Designed and implemented configurations, price logic, and intuitive user interfaces.
- working with development, test and production environments.
- Create, design, and format technical specifications including descriptive text, process flows, and other information needed to describe required system changes for development, QA, and other units; serve on project team accomplishing these functions.
- Worked on Agile environment, Maintained user stories in Jira Application and supported Product Owners in gathering requirements while keeping CPQ Project capabilities in mind
- Experience implementing CPQ application at a large institution, preferably in the Medical services industry.
- Handled multitask and lead difficult conversations across diverse teams with competing business priorities.
- Planned and conducted requirements elicitation meetings with the business to collect functional and non-functional requirements relating to client's Salesforce technology enhancement and initiatives.
- Conducted brainstorming sessions with the development team to actively involve them during the requirements stage level analysis.
- Worked towards preparation of requirements management plan, business and functional requirement documents.
- Created data flow diagrams and process flow diagrams to facilitate better system understanding.
- Assisted in designing and creation of training material and conducted internal training sessions for business users on Salesforce technology functionalities.
- Created new custom objects, assigned fields, designed page layouts, custom tabs and components.
- Outlined the organization hierarchy and created profiles, roles accordingly in Salesforce; worked on visibility and security settings around them as required by the business.
- Designed different custom dashboards for various user groups based on their business functionalities and needs.
- Created and deployed several reports for different user profiles based on the need in the organization.

- Designed various types of email templates for auto response to customers.

## **Salesforce Business Analyst/ CPQ Developer**

ICICI Bank - Hyderabad, Telangana

November 2011 to June 2015

### **Responsibilities:**

- Worked on layout editors to create configuration, commerce UI.
- Designed and implemented configurations, price logic, and intuitive user interfaces.
- Experience working with development, test and production environments.
- Used Service Now for ticketing
- Extensively worked on data tables, Print actions and Util libraries.
- Implemented many CoArsting and Revenue calculations based on the requirements.
- Worked on configuration and pricing issues.
- Implemented different models in UI.
- Worked on BML to create Configuration/Commerce rules & Library functions
- Analyzing requirements.
- Giving solutions, designs to the complex requirements.
- Direct communication with business and product teams.
- Optimizing existing commerce functionality to improve performance of the quote cycle.
- Implementation in Big Machines Platform including its integration capabilities with CRM.
- To develop solutions and design for the implementation of the platform based on the client's Product Lines, Commerce Workflow and Proposals.
- Strong command on Java/C programming with OOPS concepts to support custom coding requirements.
- Developed all Aspects of Document Engine - Document Panel, Complex Conditionals and Tab Actions.
- Involved in design and development of Proposal Generation (PFF) in different formats such as Word, Pdf and Excel.
- Implemented configuration of Big Machine's Quoting & proposal application.
- Integrated with Salesforce.com CRM with emphasis in Opportunity Management, and Quotation Management.
- Bulk uploading of data like Full Parts load, Pricing List and Currency Load to BMI.
- Involved in development covering configuration (Constraints, Recommendations, Hiding and recommended items), and commerce.
- Offshore collaboration for status updates and meet the deliverables.
- Performed Requirement Gathering for client preferences and data management.
- Documented and shared the requirements with Salesforce.com consultants for further implementation.
- Closely worked with Salesforce.com consultants while implementing the solutions for the needs of organization.
- Created new custom objects, assigned fields, designed page layouts, components as needed to meet design specifications.
- Configured different roles, profiles, and accounts in Salesforce.com
- Worked on various salesforce.com standard objects like Accounts, Contacts,
- Leads, Campaigns, Opportunities, Activities, and Dashboards.
- Customized the Dashboards to the track usage for productivity and performance of business centers and their sales teams.
- Customized tabs for among different business users groups and business centers.

- Configuring fields, workflow, reports, templates and Apex.
- Create various profiles and configured the permissions based on the organizational hierarchy requirements.
- Administrator security for users, add/remove users, controls, and settings.
- Perform Salesforce customization that can be handled by System Administrator.
- Maintained the client relationship by communicating the daily statuses and weekly status of the project.
- Planned Backup strategy based on projects requirements.
- Worked with DTS packages and MSOLAP Services.
- Maintained the consistency of the client's Database using DBCC.

Environment: Salesforce.com Platform, S-Controls, Salesforce.com Custom Objects, HTML, Java Script, Workflows, Reports, Force.com Eclipse Plug-in, Salesforce.com sandbox. MS SQLServer2000, MS Access, Query Analyzer, DTS, BCP, SQL Profile, Import & Export Data, Windows 2000 Server.

## **SQL Analyst**

TBSS - Hyderabad, Telangana

July 2010 to October 2011

Responsibilities:

- Performed analysis and presented results using SQL, SSIS, MS Access, Excel, and Visual Basic scripts.
  - Imported, exported and manipulated large data sets in multi-million-row databases under tight deadlines.
  - Wrote and automated tools and scripts to increase departmental efficiency and automate repeatable tasks.
  - Manipulated files and their associated data for rapid delivery to clients or loading onto internal databases.
  - Collaborated with project managers, legal counsel, and other team members to gather data for projects.
  - Performed and conducted complex reporting analytics.
  - Diagnosed and addressed operational data requests.
  - Interacted and communicated with colleagues as needed as both a technical and functional expert.
- Environment: MS SQL Server 2005/2008, SSIS, MS Access, MS Visio, XML, SQL Profile

## Education

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### **B. Tech in Computer Sciences**

Jawaharlal Nehru Technological University

### **Masters in Information Security Systems**

University of the Cumberlands USA

## Skills

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- Databases administration: MySQL, Microsoft SQL Server, Oracle.
- Big Machines implementation and design.
- Salesforce.com administration.
- BML

- Java
- JavaScript
- SQL
- PL/SQL
- XML
- CSS3.
- Scrum
- Agile

## Links

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<http://Salesforce.com>