



Mudit Pandey

Salesforce Consultant & Quote to Cash Specialist | 7.5 years Exp

Info

Address

Oberhöchstatter Str. 53A,
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Germany

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Email

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Date / Place of birth

24 06 1990
Lucknow India

Nationality

Indian

Links

[Linkedin](#)

Skills

Salesforce Consulting

Quote to Cash product suiteup

Sales & Service cloud

Salesforce Administration

Team Managment

Estimation & Proposals

Interpersonal and Networking

Languages

English



Hindi



German



Hobbies

Singing & Listening to music

Dramatics & creating short
movie clips

Traveling and Exploring nature

Profile

Passionate and capable Solution Consultant connecting business and technology by leveraging SaaS (Salesforce.com) platform capabilities to create innovative solutions and drive value for the business and its customers.

Experienced in end to end project management/solution design on large scale projects with a focus on Salesforce CRM(Sales/Service Cloud), Quote-to-Cash(QTC) processes like Configure-Price-Quote(CPQ), Contract Life Cycle Management(CLM), Approvals, Docusign/Adobe Esignatures, etc.

Product expertise on Sales/Service Cloud, Apttus products, Salesforce CPQ & Conga Contracts.

Experience in building and leading high-performance teams, driving customer success and satisfaction.

Employment History

Business Integration and Architecture Specialist, Accenture Technology GmbH

Sep 2019 – Present 📍 Frankfurt, Germany

Part of ASGR Salesforce Business Group with a focus on Salesforce platform and Quote to Cash(QTC) business processes.

- Key activities included design, implement and deliver technical solutions.
- Active role in client discovery workshop, leading QTC proposals/Sales activities and supporting clarifications for ongoing projects in ASGR and Europe.
- Utilized diverse business processes and strategy development.

Achievements:

- Led 4 QTC proposals in Lifescience, Financial Services, Travel industries.
- Build internal QTC capability which increased efficiency of delivery.

Associate Principal Engineer , Apttus

Aug 2016 – May 2019 📍 Ahmedabad, India

- Part of the **Global Delivery Excellence Team**, as Apttus product SME to deliver QTC solutions to large enterprise clients.
- Designed X-Author word templates & migrated documents between different systems.
- Apttus Configuration & Pricing setup to implement stable pricing mechanism.
- Techno-Functional Lead for several projects and SPOC to premier Clients/stakeholders.

Achievements :

- Awarded as Gobaal 'ROCKSTAR' Award for 2017-18 and received several client appreciations.

Engineer- Product Support, HCL Technologies Ltd.

Sep 2014 – Aug 2016 📍 Noida, India

- SPOC for premium customers in Maintenance & Service operations.
- SFDC Sales and Service Cloud setup.
- Provided expert input on key architecture and troubleshooting aspects.
- Integrated closely with Business Implementation partners, developers & architects to deliver the Salesforce application modules & support for cross-functional domains.
- Data migrations & Security models.

- Deployment methodology for moving salesforce metadata between environments/systems.

Achievements:

- Multiple recognition as a customer champion.
- Active contribution in increasing 'premier' support and expanding business for AMER region.

Analyst, DELL International Services

Sep 2013 – Aug 2014 📍 Gurugram, India

- Worked on Siebel and Salesforce CRM in managing user record and Salesforce Communities.
- Providing L2 support to End users by working with them on a remote session and helping them in solving technical problems and setting up required configurations.

Achievements:

- Won Quarterly Awards multiple time for being a consistent performer.

Network Support, HCL Technologies Ltd

Aug 2012 – Aug 2013 📍 Noida, India

Certifications

- Salesforce Administrator(ADM 201),Advanced Administrator(ADM 202) & Salesforce Platform App Builder.
- Apttus CPQ Level (I & II), CLM, IWA & Billing Management
- Conga contracts for Salesforce

Industry Expertise

- IT Services
- Retail /Human resource
- Healthcare industry
- Life science
- Consulting Industry
- Security and Services

Strengths

- Solution and Target oriented approach.
- Strong Analytical/ Problem Solving skills.
- Proficient in best practices, leadership strategies, and employee motivations.
- Versatile to execute any roles as and when required.

Education

HITM(GBTU), Bachalore of Technology (ECE) , First Division Hons

2008 – 2012 📍 Agra,U.P.,India

Lucknow Public School, Intermediate (ISC),Marks-78.4 %

2005 – 2006 📍 Lucknow, U.P.,India

Lucknow Public School, High School(ICSE),Marks-74%

2003 – 2004 📍 Lucknow ,U.P, India