SIDDHARTHA GANTEDI

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**Achievement:**

* Blackberry Cylance:

Elected as a member of SKU committee which includes Product Directors and various business stakeholders. Awarded most efficient employee for optimizing Salesforce CPQ process ,which had potential issues in a very tight deadline and thereby increasing the revenue by 15%. Trained and mentored users for better productivity and team efficiency.

* Completed the Admin Superset on trailhead and just one step closer in achieving App Builder Superset. Completed 75 badges and earned 70000 points.
* Certified Salesforce Administrator (Cert – 19211931)
* Certified Salesforce Platform Developer 1 (Cert – 18633539).

Summary:

* Around **7 Years** of Salesforce Techno Functional expertise, in configuring and developing end to end ,**Salesforce CPQ/Salesforce** and providing various solutions.
* Worked in multi-functional environment holding different roles as Business Analyst/ Salesforce Administrator/Salesforce CPQspecialist across the project.
* Hands on experience in Salesforce CPQ configuring bundles with Features and Options, price Books, Product Rules, Price Rules, Discount Schedules, Guided Selling, Custom actions, Contracts and Order Management, Renewals and Amendments, Quote template Administration, **Multi-dimensional Quoting, Advanced Approvals**.
* CPQ installation, configure steps and administration, helped and supported users.
* Worked on **CPQ Terminating agreements**, **Co-term, Amending and renewing a contract.**
* Knowledge of **renewals, uplifts, subscription management, maintenance and discounts**
* Proficient experience in **optimization of existing code** in accordance to the **governor limits.**
* Experience in **developing Client-specific** solutions on force.com platform using Apex Classes and Triggers, Web service API, Force.com IDE, Validation rules, SOQL, SOSL and integrating tools.
* Performed Design and Development using best practices of **Apex classes, triggers, Lightning web components.**
* Experience in **integrating Salesforce with third party tools like Outlook DocuSign, NetSuite** and apps from AppExchange.
* Expertise in **SFDC Administration** in managing various custom and standard objects and automating the business using out of the box automation tools like **workflows, process builders and Flows**.
* Implemented various business processes and ensured the data quality which helped the sales teams and sales leaders close deals more efficiently hence **boosting the revenue up by 15%.**
* Helped the Sales leaders to assess the revenue forecast by creating various Reports and Dashboards.
* Expertise in **Accounts, Contacts and Lead management** and ensuring there are no potential errors in Lead conversion and verifying the field mappings are accurate.
* Implemented **Salesforce securities** including User Management, **Org Access, Profiles**, Permission Sets, and Data Management (OWD & Sharing settings)
* Experience in working with **agile methodology**, some including two to three weeks sprints.
* Excellent communication skills with ability to translate complex business processes in to technologically feasible and viable solutions.
* Experience in **preparing functional document** by gathering the requirements and presenting them to various stakeholders in the business.

**Technology Stack**

**Salesforce.com:** Apex classes, Triggers, **SOQL, SOSL**, User input flows, Auto-launched flows, **Cloud Flow Designer**, Process Builder, Picklist administration, **Reports and Dashboards, Salesforce Identity Management**.

**Tools:** Data Loader, Dataloader.io Workbench, Force.com IDE, Visual Studio Code, Maven Mate, Salesforce to Outlook, JIRA

**Languages:** Apex, Visualforce, HTML, CSS, JavaScript, React

**CPQ Suite:** Salesforce CPQ

**PROFESSIONAL EXPERIENCE**

**Sr. Salesforce CPQ Consultant Feb 2019 - Present**

**Blackberry Cylance**

**Irvine CA.**

**Responsibilities:**

* **Implemented Quote-to-Cash** solution using **Salesforce** **CPQ**. In depth understanding of the **CPQ, CLM data model** and functionality.
* Created **Products, Bundles, Features and Options** to handle multiple business use cases
* **Leading CPQ** and **Lead to Oppty** team from pre-sales, scoping, projects and customer management followed by solution design and build.
* Implemented **CPQ Advanced Approval** for multi-level approval process.
* Used Force.com developer toolkit including **Apex Classes, Apex Controllers and ApexTriggers** to develop custom business logic.
* Responsible for Salesforce.com System Integration with external applications and systems using Apex code Web services and **Apex code Callouts** with both **REST API** and **SOAP API**.
* Developed various **Custom objects, Tabs, Entity-Relationship data models**.
* **Increased efficiency by 15%** by building and understanding of business needs while working with developers to aid in restructuring the tools to improve user experience.
* Involved in **Custom Integration** of **Outbound Messages**, Formula Fields, Validation Rules, reports, custom objects and Tabs, Email Services, AppExchange Package & Custom Application.
* Involved in **migrating data** into Salesforce application using **apex data loader** through CSV files. Installed and configured data loader.
* Supported **1000+ internal users and 5000+ community** **users** and played a key role in Salesforce onboarding.
* Involved as a part of the **Production Release team**, in migrating new functionality to Production and administered all aspects of user configuration.
* **Developed, mentored, and trained** Sales users to understand the quote-to-cash process and hence allowing them to quote efficiently and close deals faster.
* Perform all administration functions such as **security, user management, profiles, roles, permissions, workflow rules, assignment rules,** etc.

**Environment:** Saleforce.com platform, Apex Language, Visual Force (Pages, Component Controllers), Pages, DataLoader, HTML, Java Script, Change sets, Workflow & Approvals, Reports, Custom Objects, Custom Tabs, Email Services, Security Controls, Sandbox data loading.

**Sr Salesforce Consultant Oct 2017 – Feb 2019**

**Propel App Technologies**

**Sacramento CA**

**Responsibilities:**

* Gathered business and functional requirements during the JAD (Joint Application Development) sessions, interacted with various stakeholders, managers to formulate different business processes.
* Translate simple to **complex user stories** into **functional and actionable** software within the Salesforce environment
* Developed and maintained **visualforce pages**, custom components with responsive designs and custom display of **SOQL queries** over the Visualforce pages as per business reporting.
* Contribute to the development and packaging methodology for Force.com application development
* Developed **APEX Classes, Controllers and APEX code Triggers** for various functional needs and implemented the business logic as per the requirements.
* Responsible for Salesforce.com System Integration with external applications and systems using Apex code Web services and **Apex code Callouts** with both **REST API** and **SOAP API**.
* Used **Visualforce techniques** coupled with Standard / Custom Controllers to deliver pages that meet the end user needs.
* Work with Application Architects and tech Leads to **design integrations** between Salesforce.com and other systems across the enterprise
* Designed and deployed dynamic workflows, validation rules, Approval processes, Apex classes, Lightning web components and Triggers.
* Reduced the time required for troubleshooting product issues by automated monitoring systems.
* Used Lucid charts to show current and future state map of the project along with technical documentation.
* Ensured seamless integration with the company’s existing ERP system leading to reduced manual touches by 80%.

**Environment:** Saleforce.com platform, Apex Language, Visual Force (Pages, Component Controllers), Pages, DataLoader, HTML, Java Script, Change sets, Workflow & Approvals, Reports, Custom Objects, Custom Tabs, Email Services, Security Controls, Sandbox data loading.

**Business Systems Analyst (Salesforce CPQ) Aug 2016 – Oct 2017**

**Learn Beyond Inc**

**New Jersey**

**Responsibilities:**

* **CPQ installation**, **configure steps** and administration, helped and supported users.
* Worked on **CPQ Reusable &Static Quote terms**, Advanced templates.
* Worked on **CPQ Terminating agreements, Co -term, Amending and renewing a contract**.
* Implemented Salesforce CPQ for Sales Operations and **contract Management** using **DocuSign**.
* Support **current platform capabilities** and play a key role in the introduction of new Salesforce features
* Organized workshops and sessions with management for gathering business requirements to build high impact project which was rolled out for more than 500 users.
* Designed and configured Salesforce CRM and liaised with technical team for Salesforce custom development.
* Collaborated with stakeholders to train users worldwide to support users before and after go-live.
* Assisted testing team to test salesforce integration and coordinated with users across the company for UAT.
* Serve as a ‘go to’ person for Salesforce for internal clients throughout the company.
* Designed Reports and Dashboards and custom report types to ensure that senior management had full-funnel visibility.
* Leveraged process builders and flows to improve automation and user efficiency resulting in a dramatic decrease in unnecessary clicks by 75%.

**Salesforce Developer/Administrator Oct 2012 – Nov 2014**

**CNO Financial corp**

**Hyderabad- India**

**Responsibilities:**

* Scoped and quantified tasks and subject projects for 2-week work cycle sprints using JIRA.
* Adhered to the SDLC process for Salesforce development and deployment by documenting requirements and specifications.
* Manage SharePoint content and system administrator for the entire enterprise and assisted various business lines with content organization and automation using workflows.
* Manage most of our Salesforce instance from user management, security and permissions to reporting, process automation and custom development across all business units and departments.
* Data migrations, data entry, data cleansing for almost over 100000 records.
* Attended pre-manager and standup meetings to discuss plans, timelines, and profitability.

**Environment:** Saleforce.com platform Visualforce Pages, Data loader, HTML, CSS, JavaScript, Workflow & Approvals, Reports, Custom Objects, Custom Tabs, Sandbox data loading.