# **Profile Summary:**

* Professional with 3.5+ years of IT experience on Salesforce CRM platform. Primarily specialized in configuring Apttus CLM solution
* Demonstrated experience in working as a Salesforce/CLM Business Analyst, delivering successful CLM implementations and ensuring client satisfaction. Keen & avid learner of new technologies.
* Experience in all the phases of SDLC (Analysis, Design, Development, Testing, Implementation and Support), in Salesforce CRM with Apttus CLM/CPQ implementation
* Experience is working with Agile Methodology
* Experience in analyzing business requirements and Entity Relationship diagrams
* Experience in **documenting Salesforce developments** in a way that expresses the right sense of importance, urgency and post implementation support & benefit to customers, developers, support team, end users and other stakeholders
* Experienced in creating **Custom Formula Fields, Field Dependencies, Search Layouts, Related Lists, Validation Rules, Work Flows, Process Builder, Field Expressions, Constrain Rules**, Search **Filters** and **Approval Processes** for automated alerts, field updates, and Email generation per application requirements
* Experienced in using **Ant Migration, Change set migration**.
* Extensively worked on Salesforce.com **sandbox** and **production** environments.
* Good Conceptual idea about pricing factors like variance pricing, volume-based pricing, attribute-based, Tiered Pricing, Matrix Pricing, Price Rules, Asset-Based Pricing
* End to end knowledge on Apttus Quote to Cash Process flow and Order Management and Apttus Agreement Creation flows
* Involved in end to end testing and configuration enhancements for CLM/CPQ projects.
* Experience in integrating **Apttus CLM/CPQ** with DocuSign & Adobe Sign for **E-Signatures on Quotes & Agreement**
* Excellent analytical, Interpersonal and Communication skills, Keen fast & avid learner, hardworking and good team player.

# **Professional Experience:**

**Company: Forsys Inc. *Feb ‘17 – Present***

**Business Analyst**, Configuration Engineer Feb ‘*17 – Present*

# **Domain Expertise:**

|  |  |
| --- | --- |
| **Application/Platform (Incl. Versions)** | **Salesforce, Apttus CLM** |
| Certifications | IIBA Certified Business Analyst  Salesforce Certified Administrator (201)  Apttus CLM Certified (201)  Salesforce CPQ Certified  Salesforce Cloud Consultant  Salesforce Platform Developer – I (401) |

## **Education:**

**Master of Business Administration (Year: 2015 - 2017)**

**College: Siva Shivani Institute of Management**

***“Triple Specialization” in Finance, Marketing, Business Analysis with an aggregate of 70%***

**Project Delivered:**

**Project name**: **MeridianLink – CLM/CPQ Implementation**

**Role: Business Analyst & Lead CLM Configuration Engineer (June 2019 – Feb 2019)**

**Company: Forsys Inc.**

**Project description:**

MeridianLink is the leading provider of loan origination software and digital banking platform to help Banks, Credit Unions, and Lending Institutions streamline the lending process and produce more.

**Roles and Responsibilities:**

* Preparing BRD and SOW.
* Understanding the product and pricing structure of the products sold by MeridianLink.
* Configuring Apttus CLM & Templates using X-Author Contracts for all of their products.
* Creating complex Query Templates to cater to about 50 agreement templates for document generation based on the products with multiple rules.
* Customizing the Agreement Flow to be tied to the Apttus CPQ Cart.
* Creation of Assets based upon obtaining the E-Signature from Customer.
* DocuSign Integration with Apttus CLM/CPQ to acquire Customer E-Signatures
* Involving the client in the demos.
* Data migration using Ant Migration & Salesforce Change Set.

**Project name**: **Emailage CLM Implementation**

**Role: Business Analyst & Lead CLM Configuration Engineer (Mar 2019 – June 2019)**

**Company: Forsys Inc.**

**Project description:**

Emailage provides transactional risk assessment by assessing and scoring email data for organizations around the world.

**Roles and Responsibilities:**

* + Preparing BRD and SOW.
  + Understanding the as is agreement flow & pain points.
  + Configuring Apttus CLM & Templates using X-Author Contracts for all of the Agreement Types.
  + Creating complex Query Templates to cater to about 5 agreement documents based on their Region of operation.
  + DocuSign Integration with Apttus CLM to acquire customer signatures.
  + Involving the client in the demos.
  + Data migration using Ant Migration & Salesforce Change Set.

**Project name**: **CarlZiess CLM Implementation**

**Role: Business Analyst & Lead CLM Configuration Engineer (Mar 2020 – Present)**

**Company: Forsys Inc.**

**Project description:**

The Vision Care division at **Carl Zeiss** brings together an internationally leading producer of optical expertise and solutions with an international brand.

**Roles and Responsibilities:**

* + Preparing BRD and SOW.
  + Understanding the as is agreement flow & pain points.
  + Configuring Apttus CLM & Templates using X-Author Contracts to meet the Agreement requirement for 5 of the Agreement Types for Phase 1.
  + Creating complex Query Templates to cater to about 5 agreement documents based on their Region of operation.
  + DocuSign Integration with Apttus CLM to acquire customer signatures.
  + Involving the client in the demos.
  + Data migration using Change Set.

**Project name**: **Entrust Datacard CLM Implementation**

**Role: Business Analyst & Lead CLM Configuration Engineer (Mar 2020 – May 2020)**

**Company: Forsys Inc.**

**Project description:**

Entrust Datacard, formerly Datacard Group, provides financial institutions, national governments, corporate enterprises and other organizations with technologies to establish trusted identities and conduct highly secure transactions.

**Roles and Responsibilities:**

* + Preparing BRD and SOW.
  + Understanding the as is agreement flow & pain points.
  + Configuring Apttus CLM & Templates using X-Author Contracts to meet the Agreement requirement for 5 of the Agreement Types for Phase 1.
  + Creating complex Query Templates to cater to about 5 agreement documents based on their Region of operation.
  + DocuSign Integration with Apttus CLM to acquire customer signatures.
  + Involving the client in the demos.
  + Data migration using Change Set.

**Declaration**:

I hereby declare that all the information furnished above is true to the best of my knowledge and belief.