

# POKALA MANISHA SRILEKHA

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## CAREER OBJECTIVE:

To pursue a challenging career and healthy work environment supporting my professional growth where I can utilize my skills and knowledge for organization growth.

## PROFESSIONAL SUMMARY

- Skilled in Salesforce CRM, Apttus CPQ, In-depth analysis of Business Processes, AGILE Methodology, Scrum and Sprint Techniques.
- Involved in various stages of Software Development Life Cycle (SDLC) including analysis, requirement gathering, Design, Development, Testing and Maintaining Salesforce applications.
- Relevant Experience in Salesforce Configuration: Workflows, Validation Rules, Process Builders, Profiles, Permission Sets, Approval Process, Sharing rules, Email Templates, Reports and Dashboards.
- Relevant Experience in Salesforce Customization: Apex Classes, Visualforce Pages, Triggers, SOQL.
- Relevant Experience in Apttus Customization: Product Setup, Pricing Setup and Pricing rules.
- Experience in developing solutions for Apttus Contract Lifecycle Management (CLM) including X-Author for Excel & Word, development of Clause libraries and contract templates.
- Proficient in Tools like – Workbench, Data loader.
- Efficiently handled requirements and ensured on time delivery. Had sound knowledge on configuring products, Catalog, Catalog hierarchies, Bundles, pricelists across all products in Apttus CPQ.
- Received a certificate and a medal for gaining first position in the exam conducted during training.
- Hands-On experience on Copado & Change sets for deploying components for Sandboxes.
- Used AGILE methodologies for development.
- Experience working on JIRA, Service now & HPALM for User stories/Bug tracking using SCRUM methodologies.

## EDUCATIONAL QUALIFICATION:

- BACHELOR OF ENGINEERING- MECHANICAL ENGINEERING, 2016-OSMANIA UNIVERSITY-- 8.67 CGPA.
- INTERMEDIATE – MPC – SRI NARAYANA JR. COLLEGE – 98.1%
- SSC – WONDER KIDS SCHOOL – 92.3%

## WORK EXPERIENCE

**Organization: Accenture**

**Role: Application Development Analyst**

**Module: Salesforce**

Hyderabad, India.

November 2016-Till Date

## **JDE**

### SUMMARY

- Employer: Accenture Services Pvt Ltd
- Environment, Tools and Technologies: Apttus CPQ, Salesforce.com(Sales cloud), apex
- Role: Project Analyst

### Roles/Responsibilities:

- Well versed with the functionality and implementation of Apttus CPQ.

- Worked on End-to-End Order creation functionality development.
- Configured products, Catalog, Catalog Hierarchies, Bundles, Bundle within Bundle, Price lists across all products.
- Configured complete PLI with different charge types and charge type criteria combinations for all the Products and Services.
- Worked on Apex classes, Triggers, VF pages, SOQL and configuration part based on the requirements.
- Worked on Copado for committing the changes to send it to higher orgs.
- Worked on Data fixes using Data loader.

## **ABB**

### SUMMARY

- Employer: Accenture Services Pvt Ltd
- Environment, Tools and Technologies: Apttus CPQ, Salesforce.com (Sales cloud), apex
- Role: SFDC/Apttus CPQ Developer

### Roles/Responsibilities:

- Develop, maintain, create and improve validation rules, custom workflows, Visualforce pages, Apex customizations, custom objects, fields and formulas.
- Worked on Apex classes, Triggers, VF pages, SOQL and configuration part based on the requirements.
- Provide technical assistance and end user trouble shooting for bug fixes, enhancements and “how-to” assistance.
- Seek out ways to utilize SFDC to improve process and productivity and make recommendations to support and organization scaling at a rapid pace.
- Working on critical incidents and tasks assigned to the team.
- Proactively engage in communicating with the clients and users across the world.
- Provided solutions to many critical issues and gained client’s and user’s satisfaction.
- Make recommendations for enhancements and modifications to improve system performance, efficiency and reporting.
- Trained new resources in the team and guided them in solving the issues.
- Participated in many project related events and did certifications required.
- Worked as a Developer to implement few Defects.

## **AB INBEV**

### SUMMARY

- Employer: Accenture Services Pvt Ltd
- Environment, Tools and Technologies: Salesforce.com (Sales cloud), apex
- Role: SFDC Developer

### Roles/Responsibilities:

- Responsible for gathering the requirements by coordinating with the Business analysts, developers and project managers to better customize and utilize the full functionality of Salesforce.com CRM solution.
- Designed and developed Custom objects, page layouts, custom tabs and custom settings.
- Developed Approval Process and Workflows.
- Created Security features -Roles, Profiles, OWD, Permission sets, Sharing rules, Objects and Custom field validation rules, record types and page layouts, Email Templates.

- Implemented data management- Dataloader, Data Import wizards.
- Designed and Developed various Apex classes, Controller classes, Extensions, Batch apex classes, Scheduled apex classes, Test classes and various Apex triggers for various functional needs in the application using Eclipse IDE. Organized reports and dashboards.
- Learned to analyze the requirements and implement in an effective way.
- Directly communicated with the client on project requirement and gave demo to the client.

## **SKILLS**

- Basic knowledge of programming languages such as C, C++, Java.
- Knowledge of ServiceNow, MS Excel and MS Word.
- Technical knowledge and Hands-on experience of Salesforce and Apttus.
- Involves in all the team events and empathetic.
- Good at organizing and heading events.
- Good at Training and Mentoring.

## **PROFESSIONAL TRAINING AND CERTIFICATIONS:**

- Salesforce Certified Administrator
- Salesforce Certified Platform Developer1
- Trained on App Builder Certification
- Trained on Apttus CPQ201.
- Sales Cloud Experience.

## **EXTRA CURRICULARS AND INTERESTS**

- Interested in Handmade Crafting and Greeting Cards
- Active Participation in CSR Activities.
- Yoga, Music, Badminton and Pencil Sketching are my other interests.

PLACE: HYDERABAD

MANISHA SRILEKHA, P.

