**Summary:**

* Having 6.5 years of IT experience in Salesforce Configuration and Development support and as a Techno Functional consultant .
* Having 4 years of Experience in CPQ ,CLM, Billing and Order Management domain .
* Expert in implementing Apttus Advance Workflow, Apttus Categories, Apttus Pricelists, Constraint Rule, CPQ pricing, Attribute based Pricing, Contract building ,CLM Agreements ,X-Author .
* Experience in Prodly Moovers Data migration tool.
* Having experience with Revenue Recognition and Revenue Forecast methodologies.
* Excellent working with Process Builder, Flows ,Workflows ,Approvals ,Salesforce Relationship and Data Modelling .
* Having Experience in Devops - RM (Jira, Bitbucket ,Source Tree, Version Controlling, Validate, Removing merge conflicts).
* Knowledge on ANT tool deployment and Git .
* Having Team management and Team Lead skills .
* Good knowledge on Salesforce CRM (SaaS) and Force.com (PaaS) with experience ranging from application development and customization using point & click and programmatic methods.
* Good working exposure on Force.com platform(Apex, Visual Force).
* Exposure to Lightning framework(Lightning Components , Lightning App Builder, Lightning Data Service) .
* Good expertise in Data Modelling and defining the technical architecture.
* Hands on Experience using Data Migration tool Data Loader, Workbench,.
* Excellent analytical, communication and interpersonal skills.
* Customer Facing and requirement gathering, Handling the team .
* Product Delivery Management .

**Achievements and Certification :**

* Salesforce Platform Development 1 (PD 1) certified .
* Apttus CPQ -201 .Apttus Billing Process, Apttus Quote-To-Cash process, Revenue management .Apttus Contract Management .
* Apttus CLM certified .
* Salesforce Steelbrick CPQ certified.
* Trained the CPQ team with Apttus as a Apttus Trainer .
* Apttus Billing and Revenue Recognition Training and Hands on .
* Appreciation from the prestigious clients – Johnson & Johnson (J&N) , Dunns and Bradstree(D&B)

**Qualifications:**

* B.Tech (Computer Science Engineering.) Completed in 2012 from Annamalai University.

**Technical Skill Set:**

* Paas : Force.com
* CRM : Salesforce.
* Salesforce Tools : Force.com API tools (Data Loader), Eclipse.
* Saas : SalesForce
* Languages : Apex
* Frame work : Visual force, Lightning

**Employment History:**

* Working as a salesforce techno functional consultant at Accenture from Nov-2019 till date .
* Working as a Salesforce Techno Functional Consultant at Capgemini from May 2018 till Oct-2019.
* Working as a Salesforce Techno Functional Consultant at Capgemini (Contract - GreyNubo) from May 2018 – 13 Dec 2018.
* Working as a salesforce Techno Functional Consultant in Ceptes Softwares from Jan 2018 – May 2018.
* Working as Salesforce Technical consultant in Blue Flame Labs from sep 2017 till Jan 2018 .
* Working as a Salesforce Functional Consultant in GreyNubo (onsite -Apttus) from July 2015 to till september 2017 .
* Working as a Salesforce Consultant in Avankia LLC,from Feb 2014 to July 2015.

**Project # 1 Salesforce**

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| --- | --- | --- |
| Project | : | Salesforce Integration |
| Client |  | Banking Client |
| Duration | : | Nov 2019 till date |
| Technology | : | Salesforce.com |
| Devops | : | Source Tree, Bit Bucket ,Jenkins deployment. |
| Role | : | Team Lead. |

**Project # 2 APTTUS – CPQ**

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| Project | : | Apttus CPQ –Configure Price Quote & CLM (Contract Life Cycle Managemen) |
| Client |  | Johnson and Johnson |
| Duration | : | May 2018 till date Oct2019 |
| Technology | : | Salesforce.com |
| Devops | : | Source Tree, Bit Bucket ,Jenkins deployment. |
| Role | : | Configuration ,Solutioning CPQ , Leading Development team . |

**Description:**

J&J(Johnson and Johnson ) is the - medical devices, pharmaceutical and consumer packaged goods manufacturing company ,and use CPQ for generating the Proposals and Managing the Contracts.

**Responsibilities:**

* Understanding the requirement and preparation of Estimation.
* Implementing Apttus Advance Workflow, Categories, Pricelists,Constraint Rule,CPQ pricing ,CLM.
* Implementing Apttus CLM ,Agreements .
* Data Migration by Prodly Moovers.
* Responsible for the Development team delivery
* Responsible for the end to end business flow .
* Code Deployment and Release Management (using source tree and Bitbucket).
* Interacting with Business Analyst, Solution Architect to clarify the queries.
* Performed Bug logging and tracking on JIRA.
* Arranging /Attending the Triage call with Development Team, with Solution Architect and Technical Architect.

**Project # 3 Salesforce Lightning Implementation (Ceptes Software)**

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| Project | : | Sales Cloud and CPQ implementation . |
| Client |  | Ceptes Software (Internal) |
| Duration | : | Jan 2018 – June 2018 |
| Technology | : | Salesforce.com |
| Role | : | E2E Implementation |

**Description:**

Ceptes Software is one of the Leading Integration Competitor in IT industry.Ceptes requires a powerful timesheet and office management tool built on Lightning Salesforce Platform.

**Responsibilities:**

* Identifying Business requirements Like – Apttus PriceList ,Categories ,Products .
* Creating a CPQ and Contract solution .
* Working on the Lightning Framework
* Lightning Events, Component, Lightning App Builder , Lightning Data Service.

**Project # 4 Implementation of Salesforce CPQ.**

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| Project | : | Sales Cloud & Salesforce CPQ implementation. |
| Client |  | Neunet (End Customer - Kenendy) |
| Duration | : | Sep 2017 – Jan 2018 |
| Technology | : | Salesforce.com |
| Role | : | Salesforce CPQ solution Architect. |

**Description:**

Kenandy is a vendor to combine quote to cash and ERP in a single cloud solution, and the only full-function ERP vendor to run native on the Salesforce App Cloud

**Responsibilities:**

* Driving Client Calls and collecting the requirements.
* Creating a Requirement Specification Document.
* Creating Functional Requirement Document.
* Following up with the Pre Sales, and Sales team to collect the business requirement .
* Interacting with Business Analyst, Solution Architect to clarify the queries.
* Responsible for setting up the test environment.
* Managing the gathering of results.

Project 5 :**APTTUS – CPQ & BIlling**

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| --- | --- | --- |
| Project | : | Apttus CPQ – Billing and Order Management ,Order Fulfillment, Invoicing |
| Client |  | Dun & Bradstreet, U.S. , GHX |
| Duration | : | July 2015 Sep 2017 |
| Technology | : | Salesforce.com |
| Role | : | Configuration ,Solutioning CPQ , Leading Development team . |

**Description: Apttus – Billing and Order** is the post process to Quote creation, . Dun & Bradstreet, Inc. (NYSE: DNB) is an American business services company headquartered in Short Hills.

 It deals with business-to-business sales and marketing,supply chain management.

D&B uses Apttus Order Creation and Its Activation which leads to the Apttus Billing and Asset Creation in the CPQ system.

**Responsibilities:**

* Understanding the requirement and preparation of Estimation.
* Understanding the Order Fulfillment Architecture
* Mapping up of the Functional requirements Technically.
* Setup POC for the customer’s on demand non OOTB requirements
* Risk mitigation and planning.
* Reviewing the test cases for QA team
* Performed Bug logging and tracking on JIRA.
* Arranging /Attending the Triage call with Development Team, with BA.
* Managing the team size of 4 (onshore + Offshore).

**Project 6:APTTUS – CPQ**

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| Project | : | Apttus Agreements and Revenue Recognition ,AR ,GL |
| Client |  | Dun & Bradstreet, U.S. |
| Duration | : | August2015 till Sep2017 |
| Technology | : | Salesforce.com |
| Role | : | Configuration and Solution Architect |

**Description: CPQ** : Dun & Bradstreet, Inc. (NYSE: DNB) is an American business services company headquartered in Short Hills.

 It deals with business-to-business sales and marketing, supply chain management.

D&B uses Apttus Agreements , which are typically have Revenue Agreements .Revenue is recognized on the basis of the Agreement Fees creation upon Order Fulfilment .

**Responsibilities:**

* Understanding the requirement and preparation of Estimation.
* Helping Solution design along with the Solution Architect.
* Performed Bug logging and tracking on JIRA.
* Arranging the sync up calls with the Team
* Working closely with the Solution architects.

**Project 7:APTTUS – CPQ**

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| --- | --- | --- |
| Project | : | Apttus Order Agreements and Integrations such as – Docusign , Vertex, Cyber Source , Avalara |
| Client |  | Dun & Bradstreet, U.S. |
| Duration | : | August2015 to Sep 2017 |
| Technology | : | Salesforce.com |
| Role | : | Configuration and BA |

**Description: CPQ** : Dun & Bradstreet, Inc. (NYSE: DNB) is an American business services company headquartered in Short Hills.

 It deals with business-to-business sales and marketing, supply chain management.

D&B typically uses Order Agreement upon its fully Activation the Billing Order use to get generated . For Fully Activating the Order Agreement D&B Uses Docusign Integration .

Vertex – Vertex third party integration is used for the verification of the Address location .

Cyber source integration is to integrate the Billing and Invoicing to the Payment processes.

Avalara Integration is for the Tax Computation .

**Responsibilities:**

* Understanding the requirement and preparation of Estimation.
* Interacting with Business Analyst, Solution Architect to clarify the queries.
* Preparation of Test Strategy, Test Plan, Test Case and reviewing of Test Case.
* Responsible for setting up the test environment.
* Performed Bug logging and tracking on JIRA.
* Arranging /Attending the Triage call with Development Team, with SA.
* Following up with other Team Members to get all the details during Test Case Execution.

**Project 8:CLM**

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| --- | --- | --- |
| Project | : | Contract Management life cycle. |
| Client |  | United Health Group , D&B |
| Duration | : | August2015 Dec2015 |
| Technology | : | Salesforce.com |
| Role | : | Configuration and Solutioning |

**Description: CPQ** is the process to Quote/Proposal management. Apttus offers the very sophisticated system to handle the contracting strategies for the clients.

**Responsibilities:**

* Understanding the requirement and preparation of Estimation.
* Helping Solution design along with the Solution Architect.
* Performed Bug logging and tracking on JIRA.
* Arranging the sync up calls with the Team
* Working closely with the Solution architects

**Project #9**

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| --- | --- | --- |
| Project | : | TargetRecruit ,Candidate Portal,Job Broadcasting ,Job Board seacrh |
| Duration | : | Feb 2014 to Jan 2015 |
| Technology | : | Salesforce.com, Apex, Visual force |
| Role | : | Product support Engineer,salesforce Consultant |

**Description:**TargetRecruit is an Applicant Tracking System CRM which is built on Force.Com platform. This will help all Staffing Agencies and Recruiting Companies to automate their recruiting and hiring process. This is very easy to use, understand and can be customizable according to the requirement and available for Enterprise, Unlimited, Force.com, Developer Editions.

Responsibilities**:**

* Deploying TargetRecruit in Clients Salesforce instance and providing support for the same.
* Training Clients on how to use the system.
* Requirements gathering from clients and understanding them
* Working on Data migration from old database to new Salesforce instance using dataloader
* Working on MS Excel Sheets for data migration to new salesforce instance.
* Explaining the Development Team on the Client Requirement.
* Creating reports and dashboards as per the client requirement.
* Creating Workflows, Approval Process and custom fields, formulas and validation rules as per the client requirement.
* Creating users and Assigning TargetRecruit License to them.
* Testing the new releases and Features of TargetRecruit.
* Creating Page Layouts and assigning them to the profiles.
* Creating Custom Profiles, Sharing Rules.

Contact – 9742300190

**PERSONAL DETAILS**

Full Name : Mukesh Bhatt.

Father’s Name : Kailash Bhatt

Gender : Male

Languages Known : English, Hindi, Punjabi and Tamil

Hobbies : Surfing Internet,listening to music.

Present Address : Bangalore(560066)  
  (Mukesh Bhatt)