**KAMAL ARORA**

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**IT Management Professional**

As a Senior Salesforce Consultant, I work with clients to help them to drive change in their organisation to grab an opportunity or solve a problem. I analyse current state of organisations or part of the organisations, which help respective stakeholders understand the change scope. I collaborate with various change stakeholder (business, external and technical stakeholders) to define requirements, create and validate solution components to implement those requirements. I create various supporting documents such as diagrams, user stories, business case (opportunity assessment) and process flows to define desire future state of the organisations. I also work as a communication bridge between various stakeholders to create most efficient and effective collaboration models.

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**CERTIFICATIONS –**

I. **Specialisation in Pricing Strategy** – A Specialisation in How companies can set their product prices in the market. It includes 4 certifications.

• **Cost and economics in pricing Strategy** (Boston Consulting Group)

• **Customer Value in Pricing Strategy** (Boston Consulting Group)

• **Market and Competition in Pricing Strategy** (Boston Consulting Group)

• **Pricing Strategy in Practice** – Implementation (Boston Consulting Group)

II. **Advanced Competitive Strategy** (Boston Consulting Group)

III. **Digital Transformation** (Boston Consulting Group)

IV. **Business Growth Strategy** (Boston Consulting Group)

V. **Introduction to Innovation and Entrepreneurship**(Stanford Graduate School of Business)

VI. **Salesforce CPQ Specialist**

**CAREER SUMMERY**

Total Experience – 9 Years

**PRESENT – Salesforce CPQ Consultant**

**Appirio – A Wipro Company**​​**Aug 2019 - Present**

• CPQ product setup and Product Hierarchy (Product bundle, product Options and standalone products)

• Revenue recognition Management for a billing system - End to End billing process cycle

• Developing various approval process (Quote approval process)

• Pricing, discounts, and promotions

• Quote management (Budgetary quote and legal quote creation)

• Account and opportunity types for various quotes

• CPQ Order Management

• End to end transaction for Subscription products / SaaS products / Perpetual license products

• Service contract creation, Contract renewals and Service contract amendment

• Asset and Entitlement creation

**PREVIOUS**

**DeCurtis Corporation**​​**Jul 2017 – Aug 2019**

**Business Analyst**

**SYSTWEAK SOFTWARE PVT. LTD**            ​​ **Apr2015 – July 2017**

**Business Analyst**

**PERICENT SOFTWARE PVT.  LTD**               ​​**June 2014 – March 2015**

**Business Analyst**

**ICICI SECURITIES, PUNE & JAIPUR**​​​**May 2011 to Jan 2014**

**Business Analyst**

**EDUCATIONAL CREDENTIALS**

▪ **MBA - Marketing, 2009-2011**

Indira School of Business Studies, Pune

▪ **B. Tech - Computer Science 2003-2007**

Swami Keshwanand Institute of Technology, Jaipur

**CAREER VISION -**

My career vision is to help enterprises to define, articulate and achieve their Vision and Mission.