**Tejeswararao**

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­**Professional Summary:**

* 4 years of experience on **Salesforce CPQ/ Apttus CPQ, Apex triggers, classes and visual force pages.**
* Hands on experience in **Product setup, Product Options, Product configuration & rules, Pricing, Discounting and Quote templates in Salesforce/Steel brick CPQ Proficiency**.
* Configuring the products, **standalone, options**, **bundles, and multi-level bundles**, in Salesforce platform. Worked on **pricing rules like Price metrics, price dimension, price rule sets in Apttus CPQ.**
* Have a good experience on **Apex Language, Apex Trigger, Apex Class, Apex Test, Visual force Pages, Visual force Components** & Controller. `
* Having good Knowledge on **Lightning App Builder, Lightning Design System, Lightning Components**.
* Extensive hands on experience in SFDC Administrative tasks like creating **Profiles, Roles, Users, Page Layouts, Email Services, Approvals, Workflows, Reports, Dashboards**, Tasks and Events.
* Extensive experience in analyzing business requirements, entity relationships and converting to Salesforce **custom objects, lookup relationships, junction objects, master-detail** relationships. Worked on Lightning process builder and Flows.
* Configuring the products like stand alone, options, **bundles, and multi-level bundles**, Associating the product to the **category**. Associating the option to the bundles. Configuring the product groups. Product and Category visibility in Apttus CPQ platform.
* Worked on **pricing rules like Price metrics, price dimension, price rule sets**.
* Extensively worked on **Numeric expressions, Attribute based configuration, attribute value matrix, and Product attribute rules**.
* Extensively worked on IWA (**Intelligent Workflow Approval process**) and Advanced approval process in **Apttus CPQ.**
* Extensively worked on **Apttus Incentives and Promotions**, **Constraint rules,** and good knowledge on Price matrix, **Price Ramps and Price Tiers.** Running a bundle maintenance Batch jobs.
* Creating and Maintaining Attribute like creating the product **attribute custom fields, formula fields, roll-up summary fields**, attribute fields and Associating the attribute group to a product.
* Managing the **price list and price list items like creating the pricelist**, creating **price rule/ruleset** and pricelist items. Associating the price list with categories. Enabling price ramps, enabling tiered pricing.
* Quote/Proposal management and **X-Author** for word.

**Educational Summary**

* **­­­­­­­­­­­­**Bachelor of Technology (EEE) from **JNT University, Kakinada.**

**­­­­­­­­­­­­­­­­­­Professional Experience:**

* Currently working with **McAfee Software India Pvt. Ltd**. from Mar 2018 to till date.
* Worked as a **Software Engineer in cisco system Int** from Nov-2016 to Feb-2018

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## Technical Profile:

# CRM : **Sales force, Apttus CPQ, Salesforce CPQ**

# Programming Languages : Apex Classes, Apex Triggers, SQL

# Web Technologies : HTML, Visual force, CSS

# Operating Systems : Windows 7, WindowsXP

Tools : Apex Data loader, X-Author

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**Project#2:**

**Project Name :** **BSO.**

**Client : Mcafee**

**Development Tools : Apttus CPQ,** Data Loader, X-Author, Workbench, **Salesforce CPQ.**

**Role :** Software Engineer

**Duration :** Mar-2018 to Till Date

**Description:**

McAfee is now one of the world’s leading standalone cyber security companies. Inspired by the power of working together, McAfee creates business and consumer solutions that make the connected world a safer place for the benefit of all. McAfee, Inc. is an American global computer security software company headquartered in Santa Clara, California and, it says, the world's largest dedicated security technology company.

**Responsibilities:**

* Creation of **Product setup, Product Options, Product configuration & rules, Pricing, Discounting and Quote templates in Salesforce/Steel brick CPQ Proficiency**.
* Configuring the products, stand alone, options, **bundles, and multi-level bundles**, in Salesforce platform. Worked on **pricing rules like Price metrics, price dimension, price rule sets**
* Experience on **Apex Language, Apex Trigger, Apex Class, Apex Test, Visual force Pages, Visual force Components & Controller**.
* Maintained data cleanliness and accuracy by adding various **Custom validation rules and Custom formulas**.
* Created new User Accounts and assigned Profiles as per their role in role hierarchy.
* Defined Org wide default to restrict access from users, Customized Page layouts for **Standard/Custom objects** and assigned Record Types.
* Related **Data Validation rules and Formulas**as per business requirement.
* Worked with various salesforce.com Standard objects like **Accounts, Contacts, Leads, Cases, Campaigns, Reports, and Dashboards.**
* Created Workflow Rules to automate **Tasks, Email Alerts, Field Updates, time-dependent** actions.
* Responsible for all the activities related to configuring **Apex Data Loader, uploading data in CSV** files into salesforce.com, checking for the correctness of the data.
* Developed **Workflows** and **Approval Processes** for various functional needs in the application.
* Extensively worked on **Numeric expressions, Attribute based configuration, attribute value matrix, and Product attribute rules**.
* Extensively worked on IWA (**Intelligent Workflow Approval process**) and Advanced approval process in Apttus CPQ.
* Extensively worked on **Apttus Incentives and Promotions**, **Constraint rules,** and good knowledge on Price matrix, **Price Ramps and Price Tiers.**
* Running a bundle maintenance Batch jobs.
* Creating and Maintaining Attribute like creating the product attribute custom fields, formula fields, roll-up summary fields, attribute fields and Associating the attribute group to a product.
* Managing the price list and price list items like creating the pricelist, creating price rule/ruleset and pricelist items. Associating the price list with categories. Enabling price ramps, enabling tiered pricing.
* **Quote/Proposal** management and **X-Author** for word.

**Project#1:**

 Client : **Cisco Systems Inc**.

Domain : Supply Chain Management

Role : Administrator

 Tools Used : Apex Data Loader, Change sets, Eclipse IDE.

 Duration : Nov-2016 to Feb-2018

**Description:**

Cisco Systems Inc.: Cisco Systems Inc. is one of the best leading networking and service providers manufacturing company in the world. Cisco is the worldwide leader in IT that helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the previously unconnected.

Cisco (NASDAQ: CSCO) is the worldwide leader in IT that helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the previously unconnected. An integral part of our DNA is creating long-lasting customer partnerships and working with them to identify their needs and provide solutions that support their success.

**Responsibilities:**

* Created new **User Accounts** and assigned **Profiles** as per their role in role hierarchy.
* Defined **Org wide default** to restrict access from users.
* Worked on Live Agents.
* Customized Page layouts for **Standard/Custom objects** and assigned **Record Types**.
* Related **Data Validation rules and Formulas**as per business requirement.
* Worked on Lightning Process builder, Flows, Analyzing/debugging the issues.
* Worked with various salesforce.com Standard objects like **Accounts, Contacts, Leads, Cases, Campaigns, Reports, and Dashboards.**
* Created Workflow Rules to automate **Tasks, Email Alerts, Field Updates, time-dependent actions**
* Responsible for all the activities related to configuring **Apex Data Loader**, uploading data in CSV files into salesforce.com, checking for the correctness of the data.