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# MOHAMMED AFTAB

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## TECHNICAL LEAD - ACCENTURE SALESFORCE BUSINESS

Helping organizations in their digital transformation journey with cloud computing. A result oriented, technology enthusiast with 8+ years of credible experience in designing, solutioning and managing salesforce digital solutions. A continuous learner who strives to keep myself abreast of the latest technologies and trends in software development. Worked on Salesforce CRM, CPQ(Configure-Price-Quote) and Contract Lifecycle Management (CLM), Oracle ERP applications. Technology leader, engineer and developer with experience in different languages, platforms, scales and technologies.

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## CERTIFICATIONS

- TOGAF 9 Certified
- Salesforce Certified Platform Developer I
- Apttus Dev Certified

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## PROFESSIONAL EXPERIENCE

**Company** - Accenture Technology

Mar 2017 - Present

**Role** - Technical Lead

As a technical lead, was responsible for defining solution architecture, process flows and experiences utilizing Salesforce, Sales Cloud, Service Cloud, Salesforce CPQ, Apttus CPQ/CLM. Working with product owners, architects, cross functional teams to define the user stories, technical solution, translate requirements into actionable work packages and ensuring work distributed among right implementers for on-time quality delivery. Participate in sprint meetings, process activities to prioritize tasks based on the business requirements, design and implementation dependencies also, reviewing design and code for own and other teams.

### Key Contributions:

- Requirements estimation, design and develop technical designs, process flow diagrams, documentation, leading hands-on implementation and perform feasibility analysis to the new functionalities being added to the system.
  - Analysis on the client scope and environment readiness - including packages, licenses needed, moreover, defining the acceptance criteria to measure deliverables.
  - Domain expertise in **Lead-to-Cash, Quote-to-Cash, Order-to-Cash** and Contract Management (CLM) solutions.
  - Defining and adhering to improving best practices with regards to system maintenance, configuration, development, data integrity, version control, deployments, ensuring company-wide architecture standards are followed.
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- Work as onshore and offshore lead to manage team and provide the needed oversight, guidance and mentoring. Furthermore, co-ordination with onshore team, testing team and external application team owners for Integrations to define strategies for the next action and examine implementation dependencies and risks.

**Skills/Technologies** - Salesforce, Sales and Service Cloud, Apttus CPQ/CLM, Salesforce CPQ, Heroku, Lightning Framework, DocuSign, EchoSign, JavaScript, Python, Git, Copado, ANT.

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**Company** - HCL Technologies

Aug 2014 - Feb 2017

**Role** - Technical Consultant

As part of agile methodology development team involved in requirements gathering, design, prototype, develop, test and release support Salesforce applications. This includes developing high quality custom business logic using Apex Classes, Controllers, and Triggers. And, building performance centric custom user interfaces using visual force using controllers and extensions. Have also experience in customizing and configuring native force.com features.

**Key Contributions:**

- Developing Force.com applications using Java, Eclipse IDE, Apex programming language, visual force and writing Test classes and Test Coverage for all the apex classes designed.
- Building SOSL and SOQL queries for reports, list views, and apex programming; interacting with sObject.
- Working with Web Services including **SOAP** and **REST**. Implemented REST Webservices to develop an interface between Salesforce and custom **CPQ** system.
- Basic experience working with HTML, XML, JavaScript in Visualforce coding.

**Skills/Technologies** - Salesforce, Java, Eclipse IDE, HTML, XML, SOAP and REST, Apex, VF Pages.

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**Company** - Keste Technologies Pvt Ltd.

Apr 2012 - Jul 2014

**Role** - Software Engineer II

Was responsible in design, development and understanding the client requirements. Worked closely with the onsite implementation team to develop new products using **Oracle Configurator**. Also, provided information regarding project effort estimation for new requirements and subsequent activities until code deployment in production. Analysis of design requirements and development of a performance centric and quality solution using Items, structure, rules and extensions.

**Key Contributions:**

- Programming using SQL and PL/SQL; Writing custom concurrent programs using existing stored procedures and functions.
- Used Core Java in Design and development of Extensions using Java CIO API package; container classes to interact with Configuration objects.
- Worked on session management using Servlets and JSP technologies. Worked on JSON and GSON technologies.
- Worked on Oracle BOM, Inventory, Advanced Product Catalog to map the attributes based on

functional and technical requirement.

**Skills/Technologies** - Core Java, Oracle R12 E-Business Suite, RICE Concepts, Oracle Configurator, SQL, PLSQL, JSON, GSON, JSP, Servlets, JDeveloper, Net beans.

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## EDUCATION

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Bachelor of Technology (B.Tech) in Computer Science  
SHADAN COLLEGE OF ENGG. AND TECH (2011)