**Muhammad Ali**



**Summary**

Experience collaborating with globally distributed teams to deliver best-in-class cloud-enabled solutions. Comprehensive understanding of and experience with software development life cycle (SDLC) with primary focus on design, development and implementation. Agile software development enthusiast with hands-on experience in Salesforce CRM, CPQ, CLM, API Integration, Data Migration and ETL Development, Enterprise Service Bus (ESB) and Pricing Softwares.

**Technical Skills**

* **Programming Languages:** Jira, MS Project, Java, Apex, JavaScript, Bash, Shell
* **Tools:** GitHub, Docker, Pentaho Data Integration, AWS (S3, ECS, EC2)
* **Frameworks:** Salesforce Component, Spark, Ionic, Express JS
* **Database:** MySQL, MariaDB, PostgreSQL, PL/SQL, Salesforce Big Object
* **Operating System:** OSX, Windows, Linux (Ubuntu, Amazon, SUSE, Frdora).
* **Web Server:** Apache tomcat, Niginx

**Work Experience**

**Delivery Specialist, Salesforce Architecture & Developer**

**Experis, Kansas City Sep 2019 – Current**

**Delivery Specialist Feb 2020 – Current**

Design and Developed solution for legal and compliance team integration of leading contract life cycle management software tool that helps legal.

* Integration of Salesforce and Conga CLM.
* Salesforce CRM integration with machine learning and data science techniques to help legal and compliance team test and optimize pricing strategies, segments, volumes and margins.
* Salesforce CPQ using Lightning Component Zuora Finance connector.
* Conga CLM and DocuSign integration and support to existing technology.

**Delivery Specialist Sep 2019 – Current
Salesforce Integration Architecture**
Design and Developed proof of concept for integration of leading pricing software tool that helps users to manage their pricing strategy with Salesforce QTC cycle and documented procedures with solution strategy for enhancement of pricing module in Salesforce CPQ.

* Integration of Salesforce CPQ quote calculator with machine learning pricing tool.
* Salesforce Einstein integration with machine learning and data science techniques to help Einstein test and optimize pricing strategies, segments, volumes and margins.
* Mass price update from Salesforce CPQ using Lightning Component in easy-to-use interface which allows to define, create and manage an unlimited number of discounts and pricing offers.
* Rebate Management integration with complete transparency regardless of complex off-invoice conditions in Salesforce CRM.

**Sr Consultant, Salesforce CPQ Integration Architecture**

**Simplus, Kansas City Jan 2019 – July 2019**

Supported pre-sales (RFP response, SOW documentation) as a technical SME and played instrumental role in solution delivery.

* SME in designing QTC solution and ETL processes in Salesforce ecosystem with concentration on CPQ, Billing, and MDM ensuring SOX and GDPR compliance.
* Prepared and conducted technical workshop with customers and partners on QTC and data integration patterns for Salesforce implementations.
* Configuration and development of Pricing Model in CPQ, Integration in QTC process automation for data transformation services via ETL or ESB to Order to Cash (O2C, OTC).
* Collaborating with both business and technical audience

**Consultant, Salesforce CPQ Developer**

**Cognizant, Kansas City May 2017 - Jan 2019**

Lead developer for quote-to-cash (QTC) solution implementation.

* Development of all QTC Product Configuration, Quote Line Editor (QLE) settings, Price waterfall, Advance Approval and ETL in QTC/Lead-to-Cash for Salesforce CPQ business processes from legacy Contract Lifecycle Management (CLM, LMS).
* Design best data strategies that create a seamless and uninterrupted experience for the Data Monetization to accelerate growth and revenue.
* Developed best practices in QTC to aid the client in drawing conclusions for global go-to-market as to the business value and impact of their data.

**Graduate Research and Teaching Assistant Aug 2015 – July 2017**

**School of Journalism & Broadcasting, Western Kentucky University**

Managed the complete life cycle of development support projects including analysis of the project requirements; translating new ideas into project solutions; requirements development; delivery, support, analysis and documentation. Successfully developed various projects within the strict time frame using version control system Git, AWS (EC2, EBS, ECS) and Docker.

As graduate teaching assistant created course content for journalism student in digital marketing and advertisement.

**Founder Feb 2014 – July 2015**

**aSchnell Technology, Islamabad Pakistan**

Co-founded in partnership with college buddies. The consultancy focused on SAP ERP and Salesforce CRM implementation in medical and pharmaceutical industry in Pakistan. Built strong relationship with clients and earn their trust by providing consulting services on CRM selection and ERP partners in Pakistan.

**Education**

**Executive MBA in Information Technology January 2021**

Ottawa University, Overland Park, KS

**Master of Sciences in Computer Science December 2017**

Western Kentucky University, Bowling Green, KY

**Bachelor of Sciences in Computer Science February 2014**

International Islamic University Islamabad, Pakistan

 **Certifications:**

* Salesforce Administrator **Status: Active**
* Salesforce trailblazer [profile](https://trailblazer.me/id/muali9) https://trailblazer.me/id/muali9

**References**

Available Upon Request