VISHNUVARDHAN POTHAKAMURI

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SUMMARY

Capable Salesforce Consultant with proven history of enhancing sales and back office operations. Proficient in best practices, leadership strategies and employee motivation to boost productivity and job performance. Well-coordinated in addressing problems, investigating root causes and implementing successful resolutions.

KEY HIGHLIGHTS

- Having 4+ years of experience in Salesforce Ecosystem as a Salesforce Specialist/Developer/Administrator having extensive knowledge in implementing, customizing and maintaining Salesforce solutions. Looking for a career as *Salesforce CPQ Specialist* where my cumulative acquired knowledge, proven skills & abilities can be applied to add values to the organization.
- Worked with developers, project managers and others to help ensure high quality and timely software delivery on multiple implementation projects of varying sizes and complexities.
- Implemented Pick lists, dependent pick list, lookup, junction objects, master detail relationships, formula fields to custom objects.
- Worked with advanced approval rules, approval conditions, and variables to match business requirements.
- Worked with native Salesforce quote to cash functionality such as Opportunities, Product configurations, Product rules, Price rules, Quotes, Orders and contracts, Lead-to-Cash business processes.
- Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer engagements and process purchase orders.
- Built and maintained dashboards focused on pipeline, bookings, risk, account performance and Sales.
- Provided Production support for Sales rep team. Performing ongoing Sandbox refresh after monthly releases.
- Provided day-to-day end user support and assist users with best practices to improve and increase Salesforce knowledge.
- Utilized JIRA, to track assigned tickets and triage the bugs for monthly product releases.
- Performed testing and customization of objects, fields, record types, page layouts, workflow and validation rules in salesforce.

PROFESSIONAL EXPERIENCE:

Salesforce CPQ Specialist

Boyapati Consultancy Services – (Bangalore)   July 2023 – Present

Description:

Gathered user requirements and was involved in application design discussions and Documentation. Worked in an agile-based scrum model, managed and coordinated with offshore team and got the user stories delivered to the client on time within the sprints.

Responsibilities:

- As a Salesforce CPQ Specialist, I was responsible for configuring a variety of CPQ functionalities like bundle configuration, product rules, option constraints, price rules, discount schedules and Quote management.
- Involved in analyzing existing system to identify gaps and provide solution to bridge them
- Configured complex pricing structure with the help of lookup table and price rules to price products for three different countries.
- Have also implemented multi-dimensional quoting functionality to cater to ramp deals and automated template selection and output settings to ensure appropriate templates presented to users by quote type
- Played an active role in deployment and Data migration for CPQ project using change set and Data Loader respectively.
- Have worked with the team on development of CRM solutions using Standard/Custom objects, Workflows, Process builders, Flow, Validation rules.

Salesforce Developer

HCL Technologies Pvt Ltd - (Chennai)   Mar 2022 – Apr 2023

Description:

Converted products to assets, an add-on to an existing contract, renew a deal and give the customers the best price of the client with special offers with steel bricks CPQ.Researched new technique to develop the application in salesforce like lighting, integration with social media and also with other application. Experience with migration of data from excels to SFDC through apex data loader such as import, export and update the data. Performed app exchange integration of CPQ to configure and ensure the pricing & quoting accuracy.

Responsibilities:

- Developed salesforce Lightning applications using Lightning Components, Controllers and Events and used custom CSS in the components
- Involved designing of custom objects, custom fields, custom page layouts, workflows, relationships, look - ups, dependent pick lists, and role based page layouts, work flow alerts, validation rules, approval processes, custom reports, custom tabs, report folders, designing Visual Force pages, record types, formula fields and email generation according to application requirements
- Developed the web front end layer using, JavaScript for the registration application where different users, contractors, and clients can login to their maintenance pages and manage their accounts
- Worked on various Salesforce.com standard objects like Campaigns, Leads, Accounts,
- Contacts, Opportunity, Forecast, Cases, Reports and Dashboards
- Deployed the code developed in the Dev Sandbox to the Test Sandbox and the Production sandbox
- Used SOQL & SOSL for data manipulation needs of the application using Force.com

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First Zen Technologies - (Hyderabad)   Feb 2020 - Dec 2021

Description:

Designed and developed solutions based on functional, migration and integration requirements for SFDC platform. Developed salesforce lightning applications using lightning components, controllers and events and used custom CSS in the components.

Responsibilities:

- Migrated data from Legacy Systems to Salesforce CRM using Data Loader.
- Experienced in sales cloud by adding objects, Fields, Tabs, Reports, and Dashboards and migrate data into Salesforce.
- Developed the web front end layer using JavaScript for the registration application where different users, employees, and clients can log in to their maintenance pages and manage their accounts.
- Extensive experience in lead case management (Web-to-Lead, Email-to-Case).
- Designed junction objects and implemented various advanced fields like Pick list, Custom Formula Fields, Field Dependencies, Validation Rules, Work Flows, and Approval Processes for automated alerts, field updates, and Email generation leading to effective Web-to-Lead communication with customers and partner portals.
- Created users, roles, public groups and implemented role hierarchies, sharing rules, and record-level permissions to provide shared access among different users.
- Environment: Agile, Service Cloud, Sales Cloud, Visual Force (Pages, Component & Controllers) Workflow& Approvals, Reports, Custom Objects, WSDL, Custom Tabs.
- Set up and controlled user access levels across databases to protect important data.

SKILLS :
- Salesforce CPQ (Steel-brick)
- Salesforce Sales Cloud
- Salesforce Administration
- Salesforce Platform Customization
- Jira
- Agile Methodology
- Configuration Management

EDUCATIONAL QUALIFICATIONS :
- Bachelor of Technology from Balaji Institute of Engineering, Nellore in the year of 2014-2018.
- Intermediate from Krishna Chaitanya Junior College, Nellore in the year of 2012-2014.
- SSC from Sri Lakshmi E.M High School, Nellore in the year of 2012.

PERSONAL DETAILS:
- **Name** : Vishnuvardhan Pothakamuri
- **Data of Birth** : 27th of Nov, 1995
- **Address** : 1-3-326,Navabpet,Nellore -524002
- **Languages Know** : English, Telugu

DECLARATION:

I do hereby declare that all information furnished above statements is true, correct to the best of my knowledge and belief.

Place: Nellore   **(P.Vishnu Vardhan)**