

# Hari Madhava Reddy Singareddy

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## Key Technical Skills & Knowledge

- Salesforce CPQ
- Sales Cloud, Service Cloud & Marketing Cloud
- Data loader
- Basics of Apex

## Certifications: 1



## Profile Summary

A highly motivated and result focused Engineer with experience in **CRM /CPQ** Domain in SFDC and CPQ platform. Proficient in performing under demanding and diverse professional environment. Looking forward for a challenging position in a growth-oriented organization in software development.

## TECHNICAL SKILLS

CRM	Salesforce.com
Salesforce CPQ	<p><b>Configure:</b> Product Bundles, Product Options, Product Features, Configuration Attributes, Option constraints, Product Rules, Guided Selling, Lookup Tables, Amendments, Renewals and Advanced Approvals.</p> <p><b>Price:</b> Price rules, Block Pricing, Cost and Markup price Contracted Price, Discount Schedule, Plugins and Lookup pricing.</p>

## EDUCATIONAL QUALIFICATIONS

- **B. Tech (Mechanical Engineering)** from JNTUA University, with aggregate of **(6.7 CGPA)** in the year 2019.
- **Intermediate)** from State Board of intermediate education, with aggregate of **(94.1%)** in the year 2015.
- **10th (S.S.C)** from State Board of Secondary Education, with aggregate of **(92%)** in the year 2013.

## Work Experience

### August 2020 to till Date

Working as **Software Engineer** in **Cergies Software Solutions**

### April 2019 - June 2020

Worked as **Graduate Engineer** in **Kia Motors**

## SYNOPSIS

- Good understanding of Salesforce.com and its Development Life Cycle on Agile methodology as well as in SDLC.
- Good experience over creating workflows, approval processes, validation rules and sharing & security rules.
- Working knowledge in generating Reports, Dashboards, customized reports and analyzing the data in Salesforce.
- Experienced in Client handling, handling the Customers and End users effectively.
- Consistently exceeded organizational expectations with exceptional planning, and analytical skills and the ability to work in cross-cultural and multi-ethnic environments.
- Good Experienced in implementing **Salesforce Best Practices and Salesforce CPQ**

## Assignments:

### Project#1

<b>Environment:</b>	Force.com platform and Salesforce CPQ Package
<b>Role:</b>	<b>Salesforce CPQ Developer</b>

### Project Description:

Athena is a Omnitracs Projects. Produce the Omnitracs satellite communications system for trucking companies. Its intuitive technologies, including solutions for safety and compliance, fuel efficiency, driver retention, fleet productivity, GPS fleet tracking, route planning, scheduling, and fleet maintenance, enable customers to solve common fleet problems and achieve their business objectives. Omnitracs subsidiaries include Road net Technologies, Sylectus, and Omnitracs Analytics.

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## Roles and Responsibilities:

- Worked as salesforce CPQ developer for both configuration and customization  
Able to suggest suitable and effective data model for the application.
- Participated in the business Requirement meetings.
- Implemented Product set up across various objects like Products, Product options, Features.
- Implemented Guided selling for easy product selection.
- Interacted with various business user groups for gathering requirements during project work.
- Worked on Contract management including Amendments, Renewals, and other functionalities.
- Achieved few CPQ requirements with salesforce automation tools like workflows and process builders.
- Implemented Advanced approval functionality to trigger approvals based on conditions.
- Worked on creating profiles, assigning profile to appropriate user and Security setup within the organization.
- Involved in end-to-end testing and gathering feedback from business users

## Project#2

<b>Environment:</b>	Force.com
<b>Role:</b>	<b>Salesforce Administrator</b>

## Project Description:

Howden Group Insurance is the one of the biggest insurance brokerage company, Single Broker Platform is subsidiary of Howden Group Insurance. Headquartered in London, United Kingdom. The scope of the project mainly revolves around policy management system, customer portal and automated deployment using Copado. Single Broker Platform has decided to implement the Salesforce Sales cloud with Novidea solution for its Broking operation.

## Roles and Responsibilities:

- Have worked on security model, workflows, validation rules
- Worked on Lightning Process builder, Flow Builder
- Taking automated backups through Own backup.
- Replicating, Seeding, Comparing data & metadata through Own backup.
- Worked on Apex classes, triggers and test classes

I hereby declare that all the information provided is true to best of my knowledge.

Hari Madhava Reddy