

Amit Kumar

Salesforce Techno Functional Consultant | Total IT Experience: 10 years

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Experience Summary

I possess 10 years of experience with Tata Consultancy services as a software consultant in Contract Management, Enterprise Sales & CPQ, and Ecommerce with major skills:

- CRM – Salesforce and MS Dynamics 365
- Apttus CPQ, Apttus CLM and PROS CPQ
- Apex Classes, Triggers, VF pages and Custom configurations
- Asynchronous Apex, SOQL and SOSL
- Data loader and workbench
- Agile - Scrum and Dev Ops
- Core Java
- PL/SQL, MYSQL and Oracle Database
- MS Dynamics 365 – Web APIs and Batch API
- AWS S3
- Git version control system
- SharePoint
- Jira, Service Now and Remedy
- Splunk – search and monitoring

Areas/Applications

- **Contract Lifecycle Management**
 - Enterprise Contract Management (Apttus CLM)
 - Approvals Management (Apttus Approvals)
 - Apttus Merge Service APIs
 - Legal reviews and tracker
 - Digital Signature using Adobe Sign
 - X-Author and Migration manager
 - MS Dynamics 365
 - Amazon AWS S3
- **Enterprise Sales and CPQ**
 - Enterprise Leads, Campaigns, Accounts and Contacts
 - Opportunity management
 - Configure, Price and Quote (Apttus CPQ)
 - Deal Approval Tool
- **Ecommerce**
 - Restful Web Services based on Java
 - Order management

- Products and Cart management
- Tax Calculation
- Checkout and Payment

Certification

Membership Title	Professional Body	Member Since/ Date Certified
Oracle Certified Professional Java SE 6 Programmer	JAVA Certification	2015

Career Profile

Since 2019 **Tata Consultancy Services**

Title Contract Lifecycle Management (CLM)

Period Since Jan 2019

Client Name Adobe Inc.

Position Computer Programmer - Developer

Project

CLM deals with Adobe's Enterprise contracts creation, processing, electronic-signing and activation using various cloud-based applications and business services like Enterprise Contract Management, Legal Tracker, Approvals Management and Adobe Sign for digitally signing the contracts between both parties.

The application is built on Apttus CLM and integrates closely with Apttus CPQ.

Responsibilities:

- Develop and maintain the Apttus CPQ and CLM applications on client needs and manage and upgrade existing applications
- Carry out detailed analysis to understand requirements and create code and build solutions as per requirements in development/maintenance projects in accordance with coding standards
- Perform unit testing per test plans and test cases
- Customize the CLM applications and services, upgrade existing applications and/or integrate application with any new/existing applications and databases
- Resolve application bugs experienced by the users
- Participate in recovery and prevention of critical outages
- Attend daily scrum meetings to collaborate with team members and provide daily updates on stories, tasks, bugs fixes, issues, enhancements, feature requests and configuration changes
- Participate in release planning meetings and production deployments
- Generate reports and dashboards on business requests

Operating System	Windows 10 – 64 bits
Programming Languages	Salesforce-Apex, Java, Visualforce, HTML 5, SOQL
Project Location	San Jose, CA, USA

Software & Tools used

Force.Com, Data loader, Workbench, CRM REST Builder, Developer Console, GIT, Jenkins, Splunk, JIRA, Service Now, Remedy, IntelliJ Idea, Eclipse, Oracle SQL Developer, Postman REST client, Power Automate

2017–18 Tata Consultancy Services

Title	Enterprise Sales and CPQ
Period	February 2017–December 2018
Client Name	Adobe Inc.
Position	Technical Solution Analyst

Project

Enterprise Sales deals with Adobe's Enterprise customers and manages the business using Salesforce CRM and Apttus CPQ.
The project revolves around developing and maintaining the Apttus CPQ solution using Salesforce which is used to generate quotes for the customer.

Responsibilities:

- Develop and maintain the Enterprise Sales applications and services, upgrade existing applications, and integrate with any new/existing applications
- Customize the Apttus CPQ solution to generate proposal and quotes
- Carry out detailed analysis to understand requirements and create code or build solutions as per requirements in development/maintenance projects in accordance with coding standards
- Perform unit testing per test plans and test cases
- Resolve application bugs experienced by the users
- Participate in recovery and prevention of critical outages
- Attend daily scrum meetings to collaborate with team members and provide daily updates on stories/bug fix/enhancements/feature requests/configuration changes
- Participate in release planning meetings and production deployments
- Generate reports and dashboards on business requests related to Enterprise Leads, Accounts, Contacts, Opportunity, Orders and Quarterly Revenue generated

Operating System	Windows 7 and 10 – 64 bits
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Programming Languages Salesforce-Apex, Java, Visualforce, HTML 5, SOQL

Project Location San Jose, CA, USA

Software & Tools used

Force.Com, Process Builder, Eclipse, MAVENS Mate, GIT, Jenkins, Splunk, JIRA, Service Now, Remedy, Oracle SQL Developer, Postman REST client

2013-17 Tata Consultancy Services

Title Ecommerce Services

Period January 2013–January 2017

Client Name Adobe Systems Incorporated

Position Computer Programmer - developer

Project:

Project revolves around development, enhancement, and maintenance of Adobe's eCommerce backend services (product, order, cart, checkout, payment, accounts, vat, tax etc.)

Commerce Services team follows agile development model. Each release has Sprints for execution of certain tasks. User Stories are defined by Product Owner and then the tasks and their estimation are defined.

Responsibilities:

- Attend Daily scrum meetings to collaborate with team members and provide daily updates on issues/bug fix/enhancements/feature requests/configuration changes
- Working on tasks assigned as per condition of satisfaction.
- Coordinate with customer/business for clarification on requirements if needed.
- Preparing documentations and updating over project Wiki.
- Coordinate between onsite and offshore team members
- Support Quarter ends and manage Ecommerce dashboard
- Creating RFC for any code changes or database updates

Operating System Windows 7 - 64 bit

Programming Languages Java, JavaScript, PL/SQL, HTML 5, XML

Project Location Mumbai, India

Software & Tools used

Eclipse, Oracle DB: Oracle 11g and 12c, Version control system: Perforce & GIT, AWS, Splunk, JIRA, Remedy, Oracle SQL Developer, Toad, Postman REST client, Firebug

Training Attended

Year	Title	Location	Organised By
2016	Digital training on AWS S3	Mumbai	Tata Consultancy Services
2017	Remedy 9 – Smart IT	San Jose	Adobe Inc.
2019	Introduction of Microsoft Dynamics	San Jose	Adobe Inc.
2020	Training on Icertis Contract Management	San Jose	Adobe Inc.
2021	Training on D365 CRM and Power Apps	San Jose	Adobe Inc.

Education

Bachelor of Technology with specialisation in Electrical Engineering (session 2008-12)

University: West Bengal University of Technology, Kolkata, India.

Personal Details

Date of Birth September 30, 1989

Sex Male

Nationality Indian

Marital Status Single

Current Employer Tata Consultancy Services

Designation Assistant Consultant

Notice Period 3 months

Current Location Purnea, Bihar, India

Passport Details passport number – **N5611464**
Valid up to date: **Dec 16th, 2025**