**Summary:**

* Having 7 years of IT experience in Salesforce Configuration and Development support and as a Techno Functional consultant .
* Having 4 years of Experience in CPQ ,CLM, Billing and Order Management domain .
* Expert in implementing Apttus Advanced Workflow, Apttus Categories, Apttus Price Lists, Constraint Rule, CPQ pricing, Attribute based Pricing, Contract building ,CLM Agreements ,X-Author ,Revenue Recognition and Revenue Forecast .
* Excellent working with Process Builder, Flows ,Workflows ,Approvals ,Salesforce Relationship and Data Modelling .
* Experience in Devops - RM (Jira, Bitbucket ,Source Tree, Version Controlling, Validate, Removing merge conflicts,Git).
* Having Team management and Team Lead skills .
* Good knowledge on Salesforce CRM (SaaS) and Force.com (PaaS) .
* Exposure Apex and Lightning framework(Lightning Components , Lightning App Builder, Lightning Data Service) .
* Strong interpersonal skill and Product Delivery Management .

**Achievements and Certification :**

* Salesforce Platform Development 1 (PD 1) certified ,Salesforce CPQ
* Apttus CPQ -201 .Apttus Billing Process, Apttus Quote-To-Cash process, Revenue management .Apttus Contract Management .
* Apttus CPQ & CLM certified .

**Qualifications:**

* B.Tech (Computer Science Engineering.) Completed in 2012 from Annamalai University.

**Employment History:**

* Working as a Salesforce Techno Functional Consultant at Accenture from Nov till Date.
* Working as a Salesforce Techno Functional Consultant at Capgemini from May 2018 till Date till Oct 2019 (FTE).
* Working as a Salesforce Techno Functional Consultant at Capgemini (Contract employment with - GreyNubo) from May 2018 – 13 Dec 2018.
* Working as a salesforce Techno Functional Consultant in Ceptes Softwares from Jan 2018 – May 2018.
* Working as Salesforce Technical consultant in Blue Flame Labs from sep 2017 till Jan 2018 .
* Working as a Salesforce Functional Consultant in Apttus (contract employment with - GreyNubo) from July 2015 to till september .
* Working as a Salesforce Consultant in Avankia LLC,from Feb 2014 to July 2015.

**Project # 1 Salesforce**

|  |  |  |
| --- | --- | --- |
| Project | : | Salesforce Banking project |
| Client  |  |  Confidential (Banking client that use Salesforce as CRM) |
| Duration | : | Nov 2019 till date |
| Technology | : | Salesforce.com |
| Devops | : | Source Tree, Bit Bucket ,Jenkins deployment. |
| Role | : | Salesforce Technical Consultant. |

**Project # 2 APTTUS – CPQ**

|  |  |  |
| --- | --- | --- |
| Project | : | Apttus CPQ –Configure Price Quote & CLM (Contract Life Cycle Managemen) |
| Client  |  | Johnson and Johnson  |
| Duration | : | May 2018 till Oct 2019 |
| Technology | : | Salesforce.com |
| Devops | : | Source Tree, Bit Bucket ,Jenkins deployment. |
| Role | : | Configuration ,Solutioning CPQ , Team Lead. |

**Description:**

J&J(Johnson and Johnson ) is the - medical devices, pharmaceutical and consumer packaged goods manufacturing company ,and use CPQ for generating the Proposals and Managing the Contracts.

**Responsibilities:**

* Understanding the requirement and Estimation.
* Implementing Apttus Advance Workflow, Categories, Pricelists,Constraint Rule,CPQ pricing ,CLM.
* Data Migration by Prodly Moovers and Data Loader .
* Interacting with Business Analyst, Solution Architect to clarify the queries.
* Performed Bug logging and tracking on JIRA.

**Project # 3 Salesforce Lightning Implementation (Ceptes Software)**

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| --- | --- | --- |
| Project | : | Sales Cloud and CPQ implementation . |
| Client  |  | Ceptes Software (Internal) |
| Duration | : | Jan 2018 – June 2018 |
| Technology | : | Salesforce.com |
| Role | : | Salesforce BA |

**Description:**

Ceptes Software is one of the Leading Integration Competitor in IT industry.Ceptes requires a powerful timesheet and office management tool built on Lightning Salesforce Platform.

**Responsibilities:**

* Identifying Business requirements Like – Apttus PriceList ,Categories ,Products .
* Creating a CPQ and Contract solution .
* Working on the Lightning Framework .

**Project # 4 Implementation of Salesforce CPQ.**

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| --- | --- | --- |
| Project | : | Sales Cloud & Salesforce CPQ implementation. |
| Client  |  | Confidential (Rtail based organization) |
| Duration | : | Sep 2017 – Jan 2018 |
| Technology | : | Salesforce.com |
| Role | : | Salesforce CPQ Business analyst |

**Description:**

Retail based customer that use Sales Cloud and CPQ.

**Responsibilities:**

* Driving Client Calls and collecting the requirements.
* Creating a Functional Specification Document.
* Interacting with Business Analyst, Solution Architect to clarify the queries.
* Setting up connected app and testing integration using workbench & postman.

**Project # 5 APTTUS – CPQ & BIlling**

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| --- | --- | --- |
| Project | : | Apttus CPQ – Billing and Order Management, Invoicing ,Revenue recognition ,Renewals,Order Amendments. |
| Client  |  | Dun & Bradstreet, GHX |
| Duration | : | July 2015 Sep 2017 |
| Technology | : | Salesforce.com |
| Role | : | CPQ/QTC Configuration and BA |

**Description: Apttus – Billing and Order** is the post process to Quote creation . Dun & Bradstreet,acquire business-to-business sales and marketing,supply chain management.D&B uses Apttus Order Creation and Its Activation which leads to the Apttus Billing and Asset Creation in the CPQ system.

**Responsibilities:**

* Understanding the requirement and preparation of Estimation.
* Understanding the Order Fulfillment Architecture,Revenue Recognition and Forecasting.
* Implementing Apttus Advanced Workflow, Categories, Pricelists,Constraint Rule,CPQ pricing ,Deal Guidance,Docusing,Contracting ,X-Author Templates.
* Risk mitigation and planning.
* Reviewing the test cases for QA team, Bug logging and tracking JIRA.
* Arranging /Attending the Triage call with the Development Team, with BA.

**Project 6:CLM**

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| --- | --- | --- |
| Project | : | Contract Management life cycle.X-Author |
| Client |  | UnitedHealth Group , D&B  |
| Duration | : | August2015 Dec2015 |
| Technology | : | Salesforce.com |
| Role | : | Configuration and Solutioning  |

**Description**: CPQ is the process to Quote/Proposal management. Apttus offers the very sophisticated system to handle the contracting strategies for the clients.

**Responsibilities:**

* Understanding the requirement and preparation of Estimation.
* Helping Solution design along with the Solution Architect.
* Implementing CLM based Templates ,setting up contracting strategies using CLM and X-Author for contracts.

 **Project #7**

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| --- | --- | --- |
| Project | : | TargetRecruit ,Candidate Portal,Job Broadcasting ,Job Board seacrh |
| Duration | : | Feb 2014 to Jan 2015 |
| Technology | : | Salesforce.com, Apex, Visual force |
| Role | : | Product support Engineer,salesforce Consultant |

**Description:**TargetRecruit is an Applicant Tracking System CRM which is built on Force.Com platform. This will help all Staffing Agencies and Recruiting Companies to automate their recruiting and hiring process.

**Responsibilities:**

* Requirements gathering from clients and understanding them
* Working on Data migration from old database to new Salesforce instance using dataloader .
* Creating reports and dashboards as per the client requirement.
* Creating Workflows, Approval Process, formulas and validation rules as per the client requirement Custom Profiles, Sharing Rules,Page Layouts.
* Working on salesforce customization by resolving product bugs.

**PERSONAL DETAILS**

Full Name : Mukesh Bhatt.

Father’s Name : Kailash Bhatt.

Gender : Male

Languages Known : English, Hindi, Punjabi and Tamil

 Hobbies : Traveling,Reading Books,Meditation.

 Present Address : Pune

 Contact – 9742300190