

VENKATARAMANA M
mail: venkataramanamokham92@gmail.com
Ph: (M) +91 9014890998

CAREER SUMMARY

- Having 4.3 years' of experience in IT industry as a Salesforce CPQ Developer.
- Experienced in configuration, implementation, support of salesforce CRM and salesforce CPQ Applications.
- Experienced in validation rules, formulas, workflow, approval processes, email templates, process builder, reports, dashboards.
- Experienced in CPQ functionalities like Guided selling, Advanced approvals, order and contract management
- Good knowledge of maintaining application security as per salesforce standards or company policy.
- Experienced on salesforce CPQ configuration, product rules, price rules, discount schedules and quote templates.
- Fast learner & good communication skills, Multitasking and can work under pressure.
- Experience with requirement gathering, analyzing finding solutions.
- Extensive knowledge of interacting with the business team and understanding requirements and implement them in effective way.
- Business, Presentation & Leadership skills. analytical and problem solving skill set.
- Multicultural understanding, Rapport building, Passion for creating maintainable, highly reliable and scalable user facing applications in various platform.
- Documented functional and technical requirements through JIRA.
- Integrated CPQ with DocuSign to generate secured form and send this document to end customer giving quote details.
- Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.
- Salesforce CRM, Service and Sales Cloud, Salesforce CPQ, Process Builders, Workflows and Approval Processes, Data Loader, Workbench, Reports and Dashboards, best practices for Governor Limits
- Project Management Tool JIRA(Agile Methodology)

CERTIFICATIONS

- Salesforce CPQ Specialist
- Salesforce Certification administrator.

ACADEMIC CREDENTIALS

- S.S.C from Andhra Pradesh State board-65%
- Intermediate from Andhra Pradesh State-62%
- Graduation in B COM - 70%

SKILLS

- Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.
Salesforce CRM, Salesforce CPQ, Process Builders, Workflows and Approval Processes, Data Loader, Workbench, Reports and Dashboards
- salesforce CPQ configuration, product rules, price rules, discount schedules and quote templates.
- Tools Jira, Salesforce.com ,Salesforce CPQ

WORK EXPERIENCE

- Working as Salesforce CPQ Developer with Persistent from June 2022 to March23.
- Working as Salesforce CPQ Developer with PWC from Nov 18 to May 2022.

PROJECTS WORKED

Project Role: Salesforce CPQ Developer

1. Project Profile: Firestorms (Success Track)

2. Client Name – CISCO

3. Description – This project is related to CISCO Security and Networking Products. These are the Software and Hardware Products, based on that we designed Application by using Salesforce CPQ where we use Products, Product rule, Discount Schedule, Price rule, Contracts, Amendments, Quote Templates, Guided Ceiling, Data Loader, Custom Quote Line Formula Field and Summary Variable.

Role:-

- Designed and mapped CPQ objects to Salesforce custom objects.
- Worked with native salesforce quote to cash functionality such as Opportunities, Products, Price books, Quotes, Orders and contracts.
- Performed Configuration of objects, fields, record types, page layouts, workflow and validation rules.
- Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer agreements, process purchase orders and renewal opportunities.
- Functioned as an SME for the salesforce CPQ customization.

Responsibilities:

- Involved in various activities of the project, like information gathering, analyzing the information and to showcase implemented functionality for which communicated directly with clients to understand the requirement and propose different solutions.
- Created page layouts, search layouts to organize fields, custom links and related lists on record pages.
- Implemented pick lists, lookups, master detail relationships, validation rules and formula fields.
- Created Products, Product rule, Discount Schedule, Price rule, to meet the business requirements.
- Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.
- Implemented applications using agile methodology.
- Configure a dynamic quote template using quote terms, line columns, template section ,content ,generate renewal and amendment quotes.
- Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer agreements, process, purchase orders and renewal opportunities.

Project Profile: UK payments (HDFC)

Client Name : HSBC

Description: Card Track is an interface which takes the data, formats into machine ready format and feeds into machines to create the card. This is the end of the process activity. This interface with Distributed Plastic also works on Materials management/warehousing.

ROLE & RESPONSIBILITIES

- Designed, Implemented and deployed the custom objects, Page layouts, Custom tabs.
- Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.
- Salesforce CRM, Service and Sales Cloud, Salesforce CPQ, Process Builders, Workflows and Approval Processes, Data Loader, Workbench, Reports and Dashboards, best practices for Governor Limits
- Created reports and dashboards.
- Used Validation rules and Custom formulas.
- Designed and developed Workflow rules for generating mails, tasks and field updates.
- Created Products, Product rule, Discount Schedule, Price rule, to meet the business requirements.
- Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.
Implemented applications using agile methodology.
- salesforce CPQ configuration, product rules, price rules, discount schedules and quote templates.
- Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer agreements, process purchase orders and renewal opportunities

PERSONAL DETAILS:

Name : M Venkata Ramana

Date of Birth : 18 JUL 1993

Languages known : English, Telugu, Hindi,

Permanent Address : Ammavaripeta, Ayyavripalli, B Kodur, Kadapa District.

Declaration: I hereby declare that the information contained here is true and correct to the best of my knowledge and belief.

(M Venkata Ramana)