

Eswar Reddy Kopparthi
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SUMMARY

- I have 3+ years of experience in IT Industry as a Salesforce Consultant on Salesforce Conga CPQ and CLM.
- Proficient in comprehending standard Salesforce objects and Conga Standard objects such as Accounts, Contacts, Opportunities, Products, Cases, Leads.
- Strong experience in creating and managing custom objects, page layouts, record types, validation rules, and formulas.
- Proficient in Salesforce Administration, encompassing expertise in managing Profiles, Permission Sets, Roles, and Users. Demonstrated hands-on experience in implementing robust security measures, including object, record, and field-level security to different user requirements within the organization. Skilled in establishing and maintaining role hierarchy and defining Organization-Wide Defaults (OWD).
- Experienced in creating sales processes to manage different record types such as B2B and B2C.
- Worked extensively on web-to-lead and web-to-case functionality, including setting up and configuring lead assignment rules to automate lead distribution and case creation processes.
- Hands-on experience in developing flows, approval processes, email services, and tasks.
- Proficient in creating various types of reports and dashboards for business needs.
- Expertise in Conga CPQ configuration, Product Configuration, Option Groups, Constraint Rules, Product Attribute Rules, Categories, Price Lists, Product Groups, Product Attribute Groups, Visibility Rules, Price List, Matrix Pricing, Price Ruleset, Cpq Formula Field, Product Attribute Value Matrices.
- Experience in migration of Data From Excel to SFDC Through Data Loader Such as Import, Export.
- Expertise in Conga CLM , Templates, Clause Library, Sections, template Filters, Purge Agreements, Agreement Rules, Document Output Formats, Doc Assemble Rule Set, Conditional Clauses, Conditional Sections.

- Used App exchange tools Dupe Catcher, Dupe Blocker, Dupe Eliminator to enable users to identify, block and dedupe leads, accounts, contacts, and person accounts in real-time at the point of entry.
- Experienced in working on standard, custom, and extension controllers.

Technical Skills

- **Salesforce Administration:** Profiles, Permission Sets, Roles, Users, Page Layouts, Record Types,
- **Salesforce Reporting and Analytics:** Reports, Dashboards.
- **Salesforce Automation:** Flows, Approval Processes, Email Services, and Tasks.
- **Salesforce Cpq/Conga CPQ:** Product Configuration, Option Groups, Constraint Rules, Product Attribute Rules, Categories, Price Lists, Product Groups, Product Attribute Groups, Visibility Rules, Price List, Matrix Pricing, Price Ruleset, Cpq Formula Field, Product Attribute Value Matrices.
- **Salesforce CLM/Conga CLM:** Templates, Clause Library, Sections, template Filters, Purge Agreements, Agreement Rules, Document Output Formats, Doc Assemble Rule Set, Conditional Clauses, Conditional Sections.

WORK EXPERIENCE

Currently Working as a **Conga Configuration Engineer** in **AIRCOM SOLUTIONS PVT.LTD** from November - **2020 to Till to date.**

EDUCATION DETAILS

I have completed my B-Tech in Rajeev Gandhi Memorial College of Engineering and Technology, Nandyal.

PROFESSIONAL EXPERIENCE

Project : Moody's Analytics

Description:

Provides data, analytics and insights to equip leaders of financial, non-financial and government organizations with effective tools to understand a range of risks.

Environment: Conga CPQ

Responsibilities:

- Hands on Experience in conga cpq to streamline configuration and also to ensure pricing and quoting accuracy.
- Conducted weekly meeting with sales ops teams and discussed the need to add a field in salesforce to track the time to follow up from a lead.
- Involved in group for requirement gathering throughout the planning and implementation.
- Responsible for salesforce conga CPQ/CLM packages installations and data settings in Dev Sand box.
- Done shopping Cart customization using config-settings and embedding newly developed custom visual-force pages.
- Conducted weekly meeting with Sales Ops team and discussed the need to add a field in need salesforce to track the time to follow up from a lead.
- Involved in CPQ (Configure, Price & Quote) design a mapped to the Salesforce custom objects is involved in salesforcec conga Advanced Workflow Approvals.
- Involved in Salesforce.com Sales Cloud application setup Activities and Customized the Apps to match the functional needs of the organization.
- Documents procedure to engage vendors for Level 3 Support.
- Developed and Configured Various Custom reports and Report Folders, Dashboard for different user profiles based on the need in the organization.
- Maintained data cleanliness and accuracy by adding custom validation rules, custom formulas, reporting and dashboards.
- Good proficiency reports, dashboards, process builders, visual flows and change sets.
- Used the sandbox for testing and migrated the code to the deployment instance after testing.
- Involved in bulk data migration and integration using Apex Data Loader, SOAP, Rest Web Services.

- **Project :** JDE

- **Description:**

- JDE is a subsidiary of JDE Peet's, the world's leading pure-play coffee and tea company, headquartered in The Netherlands. For more than 265 years, JDE has been inspired by the belief that it's amazing what can happen over a cup of coffee. Today, JDE unleashes the possibilities of coffee and tea in more than 100 countries, through a portfolio of over 50 brands including L'OR,

Jacobs, Senseo, Tassimo, Douwe Egberts, OldTown, Super, Pickwick and Moccona.

- **Environment:** Conga CPQ & Conga CLM

- **Responsibilities:**

- Developed and maintained an extensive library of contract templates, including but not limited to Templates, Clause Library, and Sections.
- Implemented Template Filters for efficient sorting and categorization of templates, improving accessibility for end-users.
- Established and managed a Clause Library, ensuring that it remains up-to-date with industry standards and regulatory requirements.
- Designed and configured template Filters to facilitate the quick identification of relevant templates based on specific criteria.
- Implemented Purge Agreements process, ensuring the systematic removal of outdated agreements and improving data hygiene.
- Developed and maintained Agreement Rules to automate the application of specific rules and conditions across contracts.
- Created Document Output Formats to standardize and enhance the visual appearance of generated documents.
- Defined and implemented Doc Assemble Rule Sets for dynamic document assembly, enhancing flexibility in contract creation.
- Configured Conditional Clauses and Conditional Sections to accommodate varying contract scenarios and business requirements.
- Collaborated with cross-functional teams to gather and document business requirements for the customization of Conga CLM.
- Conducted training sessions for end-users, educating them on the utilization of templates, clause libraries, and related functionalities.
- Provided ongoing support to ensure effective usage of Conga CLM and resolve any system-related issues.
- Actively participated in the continuous improvement and enhancement of Conga CLM based on evolving business needs.

PERSIONAL DETAILS:

- **Date of Birth :** 10-08-1993
- **Nationality :** Indian.
- **Marital Status :** Yes.

DECLARATION :

I do here by declare that all information given above is true best of my knowledge and belief.

Place:

ESWAR REDDY.K

Date: