**MOHAMMED ABID ALI**

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**Career Objective**

* To obtain a challenging and professional position that will enable me to use my present skills to the best of my abilities to deliver successful, on time solutions for clients and to develop the organization.

### Career Summary

* 8+ Years of Professional IT experience with knowledge in Salesforce Administration Apttus CPQ and as Business Analyst.
* 5+ years of experience in Salesforce Configuration & Administration.
* 1+ years of experience as Business Analyst.
* Salesforce ADM 201 certified.
* Apttus CPQ 201 certified.
* Good Experience in requirement analysis and interaction with business for requirements.
* Experienced in preparing Business Requirement Documents (BRDs).
* Good Knowledge in Software Development Life Cycle and Software Testing Life Cycle.
* Good Experience in Agile Methodology and Waterfall model.
* Strong interpersonal and communication skills with an ability to lead a team and keep them motivated.

### Professional experience

* Currently working as Application Development Team Lead in Accenture Solutions Pvt. Ltd. since Dec 2012 till date.

### Educational Qualification

* Bachelor of Engineering (B.E., 2012) from Osmania University.

### Skills and Proficiencies

* Skills: Apttus CPQ 201, Salesforce.com, Sales Cloud
* Test Management Tools: JIRA, HP ALM
* Methodologies: Agile Methodology

**Experience Summary**

**Project 1: Hitachi-ABB PG(HAPG) Quotation Process**

Duration: June 2020 to till date  
Client: Hitachi ABB Power Grids  
Technologies used: Salesforce.com, Apttus CPQ, MuleSoft

**Description:**   
Hitachi-ABB has implemented a new Quotation Management process which is used to configure the products that are being sold by Hitachi-ABB. It is implemented across different geographies with an aim to simplify the sales process.

**Responsibilities:**

* Working as a Business Analyst for Major & Minor Release implementations.
* Involved in discussions with business for requirement gathering.
* Prepared the Business Requirement Documents as per user stories.
* Preparing the design slides and conducted design sessions with business.
* Reviewing the test cases and organizing UATs with business.
* Prepared Release Notes for the requirements which were delivered.
* Working closely with developers to get the desired outcome of development.

**Project 2: ABB Quotation Process Support**

Duration: August 2017 to May 2020  
Client: ABB  
Technologies used: Salesforce.com, Apttus CPQ, MuleSoft

**Description:**   
ABB has implemented a new Quotation Management process which is used to configure the products that are being sold by ABB. It is implemented across different geographies with an aim to simplify the sales process.

**Responsibilities:**

* Leading the support team involved in resolution of incidents & tasks related to the application.
* Worked as a Business Analyst for CRs that were part of new releases.
* Involved in client discussions for any CRs or new implementations.
* Working as Salesforce Functional Analyst for the quotation process functionality.
* Managing Products & Categories in Apttus CPQ console.
* Creating & managing Quotation templates through Apttus X-Author.
* Preparing daily reports of incidents & tickets for the daily call.

**Project 3: Navistar CRM**

Duration: September 2016 to June 2017  
Client: Navistar International  
Technologies used: Salesforce.com, Web Services Integration.

**Description:**   
Accenture partnered with Navistar to complete a high velocity Customer Relationship Management (CRM) transformation by implementing Salesforce.com across business units and geographies to optimize their sales processes, increase visibility into the health of the sales pipeline and capitalize on efficiencies across their sales organization.

**Responsibilities:**

* Preparation and execution of test scripts in PMO toolkit.
* Performed Integration testing using SOAP UI.
* Involved in interactions with the client for requirement clarification.
* Provided demo of the functionality to the client.

**Project 4: Unilever Food Solutions**

Duration: May 2016 to Aug 2016  
Client: Unilever  
Technologies used: Salesforce.com, SAP-PI and Mule soft.

**Description:**   
Unilever Food Solutions is a part of the Food Solution program of Unilever which aims to streamline and simplify the Sales process of the Unilever Account by using Salesforce and Sales Cloud.

**Responsibilities:**

* Preparation and execution of test scripts.
* Bug reporting and tracking through JIRA tool.
* Involved in preparing Test Data for System Integration Testing.
* Involved in interactions with the client for requirement clarification.

**Project 5: Tasigna Navigator**Duration: September 2015 – April 2016  
Client: Novartis  
Technologies used: Salesforce.com and Dell Boomi   
  
**Description:**Tasigna Navigator is a Novartis Oncology process that deals with Patients suffering from Chronic Myelogenous Leukemia (CML) who are prescribed Tasigna for the diagnosis. Patients are on boarded and Cases are created for them.

**Responsibilities:**

* Involved in Requirement Analysis and clarification sessions.
* Involved in preparation and execution of test cases.
* Prepared Requirement Traceability Matrix (RTM) to trace the requirements with test cases.
* Responsible for defect creation and defect tracking through PMO toolkit in salesforce.

**Project 6: Payroll and Benefits system**Duration: May 2013 – August 2015  
Client: Procter and Gamble (P&G)   
Technologies used: Java 2, JSF with EJB, JavaScript, and SAP database

**Description:**

 Payroll and Benefits systems is used to capture, process and maintain payroll and benefit data about an employee, such as deductions, leave requests, pension schemes, allowances and bonus payments.

**Responsibilities:**

* Involved in Requirement Analysis and clarification sessions.
* Involved in the preparation of test plan.
* Preparation and execution of test cases.
* Maintaining the Defect Tracker sheet and tracking the defects closely with the developers.
* Updating the test cases with respect to CRs.
* Involved in Regression Testing whenever new build/CRs were implemented.
* Supported in re-testing of UAT defects before they were deployed.

### Personal Details:

Date of Birth: 03-Aug-1990  
Languages Known: English, Hindi, Telugu and Urdu

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