**Samar Shahir**

Team Lead | CPQ and Billing Expert

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**Summary**



Salesforce CPQ Team Lead with 7+ years of experience in Salesforce CRM that includes Salesforce customization & configuration, CPQ & Billing professional. Migrated other CRMs to Salesforce. Proven multitasker, Quick learner, and a team player.



**Work experience**



Team Lead August 2016 - Present

[A5 Corp Pvt. Ltd.](https://www.jadeglobal.com/)

 Requirement gathering & Designing solutions for stakeholders

 Working in an AGILE SCRUM model using JIRA for Project Management

 Working with clients to provide CPQ and Billing solutions.

 Developed a tool to integrate SFDC with Oracle EBS for Quote to Cash cycle

 SteelBrick CPQ Advance Approval Implementations

 Hands on experience with Snaplogic as a middleware.

Software Engineer June 2014 - July 2016

[Talent Sprint Pvt. Ltd.](https://www.cybage.com/)

 Developing and Listing of the managed package on AppExchange

 Apex Programming and Salesforce Out-of-Box Implementations

  Worked for development of web application based on Java

**Education**



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| B.Tech from Priyadarshini College, Nagpur (Computer Tech) |



**Projects**



CPQ Pricing setup, Migrations QM  
  
QTC setup

**Skills**

Apex, Force.com, Salesforce,Communities

CPQ, Apttus CPQ

AGILE, JIRA





**Major Clients**



Mavenlink

Apttus

Emerson

GE Transportation

BetterUp

Atlatl



**Awards**



MVP Q2 – 2015



**Hobbies & Activities**



Movies, Cricket, Table Tennis

visit Blood Donation Camps

visit Orphanage Centre

Creating pipeline and processes with Snaplogic  
  
Data migration from Oracle E Business Suite to SFDC

**Project#1**

**Client: Mavenlink**

**Responsible for:**

* Gathered requirements and prepared business requirement documents (BRD) for SFDC CPQ and Billing implementation.
* Designed a solution for Order Split based on Orders Category.
* Designed and implemented solution to provide Free Months in Invoicing as a customize solution to customer.
* Designed a solution for MDQ’s to handle Block Pricing, Discount Schedule along with customized Free Months.
* Designed customize objects for Mavenlink to associate their project maintenance application data with Salesforce.
* Worked on Conga Docusign integration to generate Quote, Invoices documents.
* Worked with AuthorizeDotNet for Payments.
* Designed Invoice Plans for milestone Invoicing.
* Worked on Profiles, Roles, Public Groups, Security Settings, Assignment Rules, Approval processes.
* Designed automated process to generate Orders, Contracts and renewal Opportunities.
* Worked on Process Builders, Workflow Rules, Validation Rules to control the flow

**Project#2**

**Client: BetterUp**

**Responsible for:**

* Gathered requirements and prepared business requirement documents (BRD) for SFDC CPQ implementation.
* Worked with Sales Group – End Users in getting requirements.
* Designed and customized using salesforce.com in accordance with the requirements.
* Designed Proof of Concept (POC) for the client based on requirements.
* Created Custom object to provide Quote calculation based on custom requirement
* Worked on Profiles, Roles, Public Groups, Security Settings, Assignment Rules, Approval processes.
* Designed automated process to generate Orders, Contracts and renewal Opportunities.
* Worked on Process Builders, Workflow Rules, Validation Rules to control the flow
* Created an integration between SFDC and Workday to sync the data back to Workday.

**Project#3**

**Client: A5Spydr**

**Responsible for:**

* Worked on creating a requirement document for A5Spydr which is in house product and also listed in App exchange.
* Implemented the project using SFDC CPQ.
* Worked on designing VF pages for import, export and execute module.
* Worked on writing Apex code for all the modules to cover the functionality.
* Created lightning component for execute module with batch apex.
* Created Standalone, Bundles and MDQ products for testing.
* Implemented Pricing Rules, Discounting and Product rules for testing of an application.
* Created supporting test classes to perform unit testing.
* Implemented sharing rules, Roles, profiles and permission sets.

**Project#4**

**Client:Atlatl**

**Responsible for:**

* Analyzed Requirements, involved in the development of all modules.
* Created and configured Bundles and Products using Steelbrick CPQ.
* Created Apex code to generate a queried URL.
* Created Formula Fields, Validation Rules for the flexibility and functionality of force platform application.
* Created Page Layouts, Search Layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.
* Implemented Workflow Rules, flow and Process Builders for Automation.
* Implemented sharing rules, Roles, profiles and permission sets.
* Customized different page layouts and assigned to different profile users.

**Project#5**

**Client: Emerson**

**Responsible for:**

* Gathered requirements and created POC for client.
* Created a bidirectional integration for migration of data from Oracle E Business Suite to SFDC.
* Worked on creating lightening components based on requirements.
* Worked on creating processes in Snaplogic to create a channel for exchange of information.
* Worked on creating custom PL SQL package for integration.
* Managed SDLC using agile methodology in well planned sprints.

**Project#6**

**Client: Apttus Rebates**

**Responsible for:**

* Worked on testing and implementing Apttus Rebates.
* Performed detailed analysis of business and technical requirements and developed the Apex classes using other Platform based technologies like Visualforce, Force.com IDE. Created and tested Apex class, Apex triggers associated with their respective objects.
* Involved in unit testing, sanity testing, automation and regression testing.
* Designed, developed and deployed Apex Classes, Controller Classes and Apex Triggers for various functional needs in the application.
* Designed, and developed the Custom objects, Validation rules, Page layouts, Custom tabs, Components, Visual force Pages to suit to the needs of the application.

I hereby declare that the above information is correct in my best of knowledge.

Place: Bangalore Samar Shahir

Date: