

Contact

www.linkedin.com/in/muhammadalich (LinkedIn)
github.com/muhammadalipour (Portfolio)
people.wku.edu/muhammad.ali107/ (Personal)

Top Skills

Software Development
Software Engineering
Salesforce.com Consulting

Languages

English (Full Professional)
Persian (Limited Working)
Arabic (Elementary)
Punjabi (Native or Bilingual)
Hindi (Limited Working)
Urdu (Native or Bilingual)

Certifications

Process Automation Specialist
Security Specialist Superbadge
Unconscious Bias
Salesforce Certified Administrator (SCA)

Publications

Hypervisor Comparision

Muhammad Ali P.

Salesforce Practice Leader at Experis/Manpower Group
Kansas City Metropolitan Area

Summary

Project Delivery Manager with hands-on experience with CRM, CPQ, Revenue Management, Pricing Strategy, and data integration/migration. Over Seven years of progressive development and management and pre-sale experience with globally distributed teams to deliver best-in-class cloud-enabled solutions. Comprehensive understanding of and experience with software development life cycle (SDLC) with a primary focus on managing, designing, development and implementation. Agile software development enthusiast with hands-on experience in CRM, API Integration, and ETL Development.

Experience

Experis

Salesforce Delivery at Experis Pricing Practice
September 2019 - Present (3 years 4 months)
Kansas City Metropolitan Area

- Work with stakeholders and build strong marketing, sales, and business processes to grow business opportunities for Experis Pricing Practice.
- Build short and long term strategic plan and execute changes for new business processes
- Oversee and assist with the development and implementation of functional designs and features of pricing management and revenue management.
- Collaborate with pricing strategists and developers to test and verify that solutions will meet the business requirements of successful pricing applications.
- Participate in key meetings with clients including requirement sessions, system demos, user acceptance testing, and end-user training.
- Create training materials and documentation for users and train new end users on pricing applications and related applications.
- Mainting Salesforce Partnership and driving relationship with Salesforce.
- Assist in the enforcement of project deadlines and schedules.

Simplus

Salesforce Consultant - Simplus (a Infosys Company)

February 2019 - July 2019 (6 months)

Kansas City, Missouri Area

Supported pre-sales (RFP response, SOW documentation) as a functional SME and played instrumental role in solution delivery.

- SME in gathering user stories and processes in Salesforce ecosystem for Quote to Cash application with concentration on sales operation team, and finance team.
- Prepared and conducted functional workshop with customers and partners on QTC and data patterns for Salesforce implementations.
- Drive team in Salesforce configuration and development for business transformation in QTC process automation for data transformation services.
- Collaborating with both business and technical audience

Advanced Technology Group (atg)

Consultant - ATG(a Cognizant Company)

September 2017 - January 2019 (1 year 5 months)

Kansas City, Missouri Area

- Migration Plan, Migration Design, Migration Run book Document and Implementation of Migration.
- Source to destination transformation and process analysis in Quote-to-Cash (Q2C, QTC), Contract Lifecycle Management (CLM), LMS and Salesforce CPQ and Billing, Zuora Billing, Zuora Finance to produce data strategies that create a seamless and uninterrupted experience for the cloud clients.
- Provide key insights based on data analytics to aid the client in drawing conclusions as to the business value and impact of their data and best approaches for migrating and transforming data to support new Salesforce CPQ system architectures.

WKU School of Engineering and Applied Sciences

Graduate Research And Teaching Assistant

May 2015 - August 2017 (2 years 4 months)

Bowling Green Area, KY

Managed the complete life cycle of development support projects including analysis of the project requirements; translating new ideas into project solutions; requirements development; delivery, support, analysis and documentation. Successfully developed various projects within the strict time frame using version control system Git, AWS (EC2, EBS, ECS) and Docker.

As graduate teaching assistant created course content for journalism student in digital marketing and advertisement.

Barilla & Pour LLC

Founder

September 2013 - August 2015 (2 years)

Islamabad

Co-founded in partnership with college buddies. The consultancy focused on SAP ERP and Salesforce CRM implementation for the medical and pharmaceutical industry in Pakistan. Built a strong relationship with clients and earn their trust by providing consulting services on CRM selection and ERP partners in Pakistan.

Education

Western Kentucky University

Master of Science (MS), Computer Science · (2015 - 2017)

International Islamic University, Islamabad

Bachelor of Science (BS), Computer Science · (2009 - 2013)

Ottawa University

Executive MBA