**Satya V**

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**Professional Summary:**

* + - * Having around 7.6 years of IT experience with ample exposure on Salesforce CRM development and configuration. Also having 3 years of experience on lightning implementation.
      * Having customer interaction skills to discuss the use cases and provide solutions.
      * Having good experience on lightning components and functionalities.
      * Having sound knowledge on **Apttus products like CPQ, CLM, X-Author, Apttus Approvals.**
      * Involved in CPQ solutions and implementation by following best practices for longer run.
      * Has been acting as mentor of Salesforce solutions for team members and customers.
      * Contributed towards multiple complex projects using Salesforce CRM solutions.
      * Experienced in **solution, designing, development, administration, configuration on Salesforce CRM**.
      * Having expertise to develop applications on Force.com Platform using Apex, Visual force and triggers.
* Strong understanding of **Apex, Visualforce, Triggers, Workflows, Validation and SOQL & SOSL.**
* Developing and designing projects by following salesforce best practices.
* Mentoring team to follow best practices to meet salesforce security review check lists.
* Excellent analytical and problems solving skills, self-motivated.
* Enthusiastic to learn new concepts, to work as a team and quick in grasping things and understanding the core related to them.
* Also familiar with **Roles, Profiles, Sharing rules, Report & Dashboard, Standard and Custom Objects, Custom setting, Page Layouts and Record Types.**

**Professional Experience:**

* Working as a Senior salesforce developer at ICONIC E-Tech Pvt Ltp, Chennai from May’2015 to till date.

**Educational Qualification:**

* MCA from JNTU Anantapur University,2014, Andhra Pradesh.

**Technical Skills:**

|  |  |  |
| --- | --- | --- |
| * Salesforce CRM/Force.com * Apex * Lightning Overview * Java Script * Contract Lifecycle Management | * Salesforce Development * Visualforce * Data Loader/Data Loader.io * Angular JS | * Salesforce Configuration * Triggers * HTML * Configure-Price-Quote |

**Projects:**

**Project #1:**

**Project : Equinix Quote-to-Cash**

**Client : Victrix Systems**

**Role : Senior Technical Lead**

**Environment : Force.com IDE, Salesforce.com, Apttus.**

**Tools : Apttus CPQ, CLM, AWA,Apex Triggers,Visualforce, Data Loader, Lightning**,

**Java Script ,CSS, SFDC Configuration, HTML, Integration(REST API).**

**Duration : 2020 to till date**

**Description:**

Implementation of Apttus solutions for Equinix program. Equinix is a global leader in power and automation technologies & manufacturing having leading market positions in main businesses across the globe.

**Roles Responsibilities:**

* Collaborating with business to understand existing business and pain points.
* Reviewing designs with business team and gathering feedback.
* Preparing technical design for all the stories and providing estimations.
* Involving heavily into SFDC development like Apex, Batch Apex, Triggers etc.
* Implemented Apttus CPQ , CLM solutions, to meet the customer’s complex use cases.
* Helping the dev team for any technical assistance.

**Project #2:**

**Project : BD CPQ Integration**

**Client : Victrix Systems**

**Role : Senior** **Technical Lead**

**Environment : Force.com IDE, Salesforce.com, Apttus.**

**Tools : Apttus CPQ, CLM, AWA,Apex Triggers,Visualforce, Data Loader,**

**Java Script, CSS, SFDC Configuration, HTML, Integration (REST API).**

**Duration : 2020 to till date**

**Description:**

Becton, Dickinson and Company, commonly known as BD, is an American multinational medical technology company that manufactures and sells medical devices, instrument systems, and reagents. BD also provides consulting and analytics services in certain geographies using Apttus CPQ and CLM.

**Roles Responsibilities:**

* Collaborating with business to understand existing business and pain points.
* Preparing functional design for scope use cases.
* Providing estimation document for all the scope stories.
* Reviewing designs with business team and gathering feedback.
* Preparing technical design for all the stories and providing estimations.
* Responsible for all the salesforce development and technical designs.
* Implemented Apttus CPQ, CLM solutions, to meet the BD’s complex use cases.
* Interacting with customer and onshore team to discuss use cases and providing solutions.
* Involved in analysing and designing the Technical Spec.
* Analysing customer's data structure and creating rules into system.

**Project #3:**

**Project : IMS Health Contract Management.**

**Client : IMS**

**Role : Technical Lead**

**Environment : Salesforce configuration and development including workflow rules, Apex, Triggers, V Visual force, Force.com IDE, Data Loader.**

**Duration : 2015 to 2020**

**Description:**

Manage relationships with Physicians, Hospitals and Medical Practices and track referrals by practice, procedure or payers using Apttus Contract Management. Manage relationship with Medical Providers like Physicians, Hospitals and Medical Practices. Increase and track referrals by practice type, procedures, payor types and others.

**Roles & Responsibilities:**

* Implemented business use cases on Apttus Contract Management
* Involving in technical document spec.
* Customizing and developing the applications as per requirements.
* Creating various Reports and Dashboards.
* Appling Validation rules, workflows, Roll-up Summary fields, Formula fields.
* Creating Apex classes and Triggers for Validations and some Functionality.
* Data migration using Data Loader.
* Preparing test classes.

**Project #4:**

**Project : GE Onshore Wind CPQ**

**Client : GE**

**Role : Developer**

**Environment : Apttus CPQ, Salesforce.com, Angular Js, Apex, Visualforce, Lightning, X-Author.**

**Duration : 2015 to 2020**

**Description:**

Implementing end to end CPQ tool for GE Onshore wind turbine business, which covers multiple modules. Quote Generation, Costing logic based on different attributes. Applying CM% and Price calculation. Approvals and templates generation. We have implemented one click solution to auto mate the quote generation, which made sales users life easy. Taken care of equipment cost, transportation cost and Installation cost for turbines. Given awesome features to add F&A products to the cart.

**Roles & Responsibilities:**

* Responsible for all the salesforce development and technical designs
* Implemented complex salesforce development related use cases.
* Implemented Apttus CPQ solutions, to meet the GE’s complex use cases.
* Interacting with customer and onshore team to discuss use cases and providing solutions.
* Involved in technical designs and helping dev team to follow the best practices and technical aspects.
* Created complex Visual Force pages, apex classes and triggers to achieve business scenarios.
* Worked on the CPQ pricing logic for Calculation of costs for the products in shopping cart.
* Created cart flows for Users to create new quotes, controlling user specific actions and cart editable permission.
* Developed angular pages for customizations to give more interactive and responsive UI for users.
* Setup of Permission sets as per business requirements.
* Used Data Loader for insert, update, and bulk import or export of data from Salesforce.com objects.
* Developed triggers, visual force pages and apex classes.
* Developed lightning components / quick actions to support the product in LEX.
* Mentoring team, guidance to meet best practices and doing code reviews.

**DECLARATION:**

I hereby declare that above information is true to best of my knowledge.

(Satya V)