**LAKSHMI NARASIMHA MURTHY K**

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**Professional Summary:**

* **7.2** Years of experience in Salesforce Configuration & Development **Security Access, creating profiles**, **roles, users, page layouts, and email services.**
* Extensive experience using Sales force Administration (SFA), **Profiles, Creating Roles, Page Layouts, Org-Wide default** ,**Sharing rules**, **Object relationships, Validation rules, Work Flows, Approval Workflow, Reports/Graphs and Dashboards.**
* **Associating the** product to the category**. Associating the** option to the bundles**. Configuring the** product groups**. Product and Category visibility in Apttus CPQ**
* **Configuring the** products, bundles, multilevel bundles**, in Apttus CPQ.**
* **Extensively worked on** IWA **(Intelligent Workflow Approval process) and Advanced** approval process **in Apttus CPQ**
* **Extensively worked on Apttus** Incentives and Promotions**,** Price matrix**,** Price Ramps **and** Price Tiers**. Running a bundle maintenance Batch jobs.**
* **Creating and Maintaining** Attribute**like creating the** product attribute custom fields**,** formula fields**,** roll-up summary fields**, attribute fields and Associating the attribute group to a product.**
* **Managing the** price list and price list items **like creating the pricelist, creating** price rule/ruleset **and** pricelist items**. Associating the price list with categories. Viewing and publishing favorite configurations for a price list.**
* Have an experience in **ANT migration**, **Change set**s & **Dev Apps** tools for Salesforce deployment.
* Committed to excellence, self-motivator, quick-learner, team player, and a prudent developer with strong problem-solving, analytical skills and communication skills.
* Proficient in using meta-data migration tools like Salesforce **Apex Data Loader and Click Tools for surveys.**
* Good at MS EXCEL Including VLOOKUP & PIVOT and having the basic knowledge in **MS VISIO** and **Clari**.

**Professional Experience:**

* Working with Mcafee Software India Pvt.Ltd, Bangalore as Senior Salesforce Administrator from 6th Jan 2020 to till date..
* Worked with Accenture Solutions Pvt ltd, Bangalore as Application Development Senior Analyst from 8th May 2017 to Jan 3rd 2020.
* Worked with Infosys ltd, Bangalore as Salesforce Administrator from 10th Nov, 2012 to April 2017.

**Educational Summary:**

BSC Computers from SK University in 2008, Anantapur with 60%.

## Technical Profile:

# CRM : Sales force, Force.com, Apttus CPQ

# Operating Systems : Windows 7, WindowsXP.

Tools : Apex Data loader, Changesets, Eclipse, ANT tool

**Project#4:**

**Client :** Mcafee Software India Pvt.Ltd

**Environment :** Sales force Application / Production Support

**Role :** Administrator & Developer (Level-2)

 **Description**

Mcafee Software use security analytics, cloud security, SIEM, and machine learning to allow protection, detection, and correction to happen simultaneously from device to cloud. Our endpoint protection, cloud access security broker (CASB), and McAfee ePolicy Orchestrator products are united to provide orchestration across the entire threat defense lifecycle.

Enable our business acceleration with total visibility and control in hybrid cloud environments. Our cloud security solutions offer data and workload protection across the entire cloud spectrum—SaaS, PaaS, and IaaS—through APIs and reverse proxies.

Defend your entire digital terrain while delivering a cohesive understanding of posture and risk. Our endpoint security solutions enable you to combat fileless, zero-day, ransomware, and nuisance attacks with an advanced augmented defense and a unified management experience.

They are providing Real time and Robust Corporate Information with maximum accuracy throughout subscription duration to enhance Market reach in short time and they involving multiple technologies like Sales force CRM, Seibel CRM/Insight, Partner community, Impartner, Informatica applications. **Responsibilities:**

* Involving in different type of applications like sales force CRM, Seibel CRM, Informatica, Impartner, Partner community for the real time products and deployments.
* Maintained data cleanliness and accuracy by adding various Custom validation rules and Custom formulas.
* Created new User Accounts andassigned Profiles as per their role in role hierarchy.
* Defined Org wide default to restrict access from users, Customized Page layouts for Standard/Custom objects and assigned Record Types.
* Related Data Validation rules and Formulas as per business requirement.
* Worked with various salesforce.com Standard objects like Accounts, Contacts, Leads, Cases, Campaigns, Reports, and Dashboards.
* Created Workflow Rules to automate Tasks, Email Alerts, Field Updates, time-dependent actions.
* Responsible for all the activities related to configuring Apex Data Loader and translation workbench uploading data in CSV files into salesforce.com, checking for the correctness of the data.
* Developed Workflows and Approval Processes for various functional needs in the application.

**Project#3:**

**Client :** Novartis International AG

**Domain :** Pharmaceutical

**Role :** Developer

**Description**

Novartis AG is a publicly traded Swiss holding company that operates through the Novartis Group. Novartis AG owns, directly or indirectly, all companies worldwide that operate as subsidiaries of the Novartis Group.

Novartis operates directly and through dozens of subsidiaries in countries around the world, each of which fall under one of the divisions, and that Novartis categorizes as fulfilling one or more of the following functions: "Holding/Finance: the entity is a holding company and/or performs finance functions for the Group; Sales: the entity performs sales and marketing activities for the Group; Production: the entity performs manufacturing and/or production activities for the Group; and Research: the entity performs research and development activities for the Group

**Responsibilities:**

* Configuring the **products**, **bundles**, multilevel bundles, in salesforce platform.
* **Associating the option to the bundles**. Associating the product to the category.
* Managing the price list and **price list items** like creating the **pricelist**, creating price **rule/ruleset** and pricelist items. Associating the price list with **categories**.
* Creating and Maintaining **Attribute** like creating the product **attribute custom fields**, formula fields, **roll-up summary fields**, attribute fields and Associating the attribute group to a product.
* Running a bundle maintenance Batch jobs.
* Managing **price metrics** and dimensions like creating **price matrix** and dimensions. Enabling **price ramps**, enabling tiered pricing.
* Have hands on experience in **X-Author for contracts** and Templates to send the quotations to the customers.
* Defined **Org wide default**to restrict access from users. Customized**Page layouts** for Standard/Custom objects and assigned Record Types. Related **Data Validation rules and Formulas**as per business requirement.
* Worked with various salesforce.com Standard**objects** like **Accounts, Contacts, Leads, Cases, Campaigns, Reports, and Dashboards.**
* Created **Workflow Rules** to automate **Tasks, Email Alerts, Field Updates, time-dependent actions.**

**Project#2:**

**Client :** Merck & C

**Domain :** Pharmaceutical

**Role :** Developer

**Languages Used :** Apex Classes, Apex Triggers, Visual force.

**Description:**

The Merck Group, branded and commonly known as Merck, is a German multinational chemical, pharmaceutical and Life Sciences Company headquartered in Darmstadt.

**Responsibilities:**

* Have hands on experience in Salesforce Configuration **Security Access, creating profiles**, **roles, users, page layouts, and email services.**
* Extensive experience using Sales force Administration (SFA), **Profiles, Creating Roles, Page Layouts, Org-Wide default**, **Sharing rules**, **Object relationships, Validation rules, Work Flows, Approval Workflow, Reports/Graphs and Dashboards.**
* Defined **Org wide default**to restrict access from users.
* Customized**Page layouts** for Standard/Custom objects and assigned Record Types.
* Related **Data Validation rules and Formulas**as per business requirement.
* Worked with various salesforce.com Standard**objects** like **Accounts, Contacts, Leads, Cases, Campaigns, Reports, and Dashboards.**
* Created **Workflow Rules** to automate **Tasks, Email Alerts, Field Updates, time-dependent actions.**

**Project#1:**

**Client :** P&G

**Project :** Global Consumer Relation

**Tools** **:** Apex Dataloader, MetaData, ClickTool Survey

**Role :** Salesforce Administrator

**Description:**

P&G is one of the largest and amongst the fastest growing consumer goods company in all over World.Its presence pans across the beauty & Grooming segment, the household care segments well as the Health and Wellbeing segment, with trusted brands.

Procter & Gamble operates three entities in India- Two listed entities are “Procter & Gamble Hygiene and Health care Limited” and “Gillette India Limited”, as well as one 100% subsidiary of the parent company in the U.S called “Procter & Gamble Home Products”.

**Responsibilities:**

* Created new User**Accounts**and assigned**Profiles**as per their**role**in role hierarchy**.**
* Defined **Org wide default**to restrict access from users.
* Customized**Page layouts** for Standard/Custom objects and assigned Record Types.
* Related **Data Validation rules and Formulas**as per business requirement.
* Worked with various salesforce.com Standard**objects** like **Accounts, Contacts, Leads, Cases, Campaigns, Reports, and Dashboards.**
* Created **Workflow Rules** to automate **Tasks, Email Alerts, Field Updates, time-dependent actions and Outbound API Messages**.
* Responsible for all the activities related to configuring**Apex DataLoader**, uploading data in**CSV files** into salesforce.com, checking for the correctness of the data.

**Personal Profile:**

* Languages Known : English, Hindi, Telugu and Kannada.
* Permanent Address : Hindupur, Anantapur.