

Sarath Sunku

SENIOR DIGITALCLOUD CONSULTANT

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SUMMARY

An Accomplished and Passionate Salesforce Quote To Cash(QTC) Professional with 5 Years of comprehensive experience in understanding, designing and implementing solutions on various business verticals of Salesforce/Apttus; CPQ, CLM, SRM, Billing Management, Revenue Recognition, Order Management, Asset Based Ordering etc covering the whole footprint of QTC (QuoteToCash).

Proven track record of successful Discovery, Scoping, On-boarding, Implementing, Managing, Tracking Usage Metrics and Renewing multiple accounts with a combined value of more than \$7 Million ACV.

Apart from creating SaaS e-commerce solutions to clients like Broadcom, IBM, VISA etc having the expertise in performing metadata and data migration between different environments using ANT, X-Author Excel, SQL etc excelled myself in modern business transformation practices.

EDUCATION

San Jose State University Computer Engineering	San Jose, California Graduated August 2015
GITAM University Electronics and Communication Engineering	Visakhapatnam, Andhra Pradesh Graduated May 2012

EMPLOYMENT HISTORY

Deloitte Digital Cloud Senior Consultant	Miami, Florida April 2018 - June 2019
Apttus Corporation Salesforce Solutions Consultant	San Mateo, California July 2015 - March 2018
Dell International Senior Technical Associate	Hyderabad, Telangana May 2012 - August 2013

PROJECTS

QTC for IBM on Salesforce Platform

- Configuring multiple products, pricing and discounting structures for complex AI products (IBM Watson, Bluemix etc..) as per their current setup in Market Place, Software Quote and Order (SQO).

- Actively involved in the requirement gathering processes in client locations and experienced in advising, building robust solutions far ahead of the prescribed tight deadlines.

- Designing Apttus solutions for complex quoting needs of various product teams and co-ordinating on numerous monthly releases for constantly changing business needs.
- Collaborating with cross functional teams and roles like Technical Developers and Architects, Business Architects, Dev-Ops, Product Success and Iteration managers, Support Engineers and Engagement Managers also in offshore to build a top class solution for the client.
- Analyzing, configuring, developing, testing CPQ and few downstream implementations like Billing, Revenue Recognition and Asset Based Ordering.
- Expertise in delivering complex Apttus Approval Processes, Deal Guidance mechanisms, Constraint rule combinations on various dimensions as per industry requirements.
- Participated in Apttus decision making advisory council of new features in upcoming packages, product launches, upgrades etc.

VISA (CPQ - Quoting Products and Approvals)

- Diagnosed implementation errors and poor practices preventing clients from realizing value analytics and optimized solutions.
- Designed storyboards and created user stories for processes to track new client requirements.
- Understanding the strategic direction set by senior architects, achieved the project deadlines ahead of time with perfection.
- Created test strategies and scripts for automation testing to make processes efficient and smooth.
- With solid understanding of infrastructure planning, scaling, design and operational considerations that are unique; configured and guided the clients to reach their goals.
- Identified, assessed and solved complex business problems for area of responsibility where analysis of situations or data required an in-depth evaluation of variable factors.
- Created technical and functional design documentation, reporting on development activities. Simplified complex client's business requirements into Apttus design specifications.
- With some latitude in decision-making, acted independently to determine methods and procedures on new assignments.

Other CLIENTS and Domains

- **Broadcom** (Box, Docusign, Okta integrations with Apttus CLM)
- **Medtronic** (Template Rationalization, FX2 Templates)
- **J&J Bioscience Webster, Inc** (Qlik Sense integration, SA Booking)
- **Ellucian** (CPQ- Apttus Advanced Approvals)
- **Bell Helicopter** (CPQ – Biggest Product Catalogs, Categories and Sub categories)
- **CARTUS** (CPQ – Complex Excel Calculations and Customization)
- **Pacific Dental Services** (CLM – Agreement types, Design Flow)

- **MedAssets** (CLM, Complex Deep Level templates and Clauses)
- **Incyte** (CLM - Multi Step Wizard Flows)
- **Abbvie** (CLM - Agreement Types, Sub-types and Permission Sets)
- **EyeMed** (CLM – Data Migration and Deployment)

PROFESSIONAL SKILLS

Algorithms	Intermediate
Business Development	Expert
Salesforce.com	Intermediate
C, C++	Intermediate
JIRA	Intermediate
Public Speaking and Presentation	Expert
Mongo DB, SQL, Json	Intermediate

CERTIFICATIONS

Salesforce Admin	Native
Salesforce Platform Developer-I	Native
Apttus CLM	Native
Apttus CPQ 201	Native
Apttus CPQ 301	Native

OTHER INTERESTS

Marketing

Tech Gadgets & Articles

Stock Markets

Travel