**Rangachary Kadarla**

**(10+ Years with TechM and AT&T/DirecTV)**

**Sr. Developer - Salesforce/APTTUS-CPQ/CLM (Q2C) – Trailhead RANGER**

**(Domains - CRM/Insurance/Retail/Telecom/Pharmacy)**

**E-mail:** **ranga.kcrm@gmail.com**

**Mob: (678) 557 5954**

LinkedIn - <https://www.linkedin.com/in/rangachary-k-8403944a/>

SFDC Certifications - <https://trailhead.salesforce.com/credentials/certification-detail-print?searchString=003G000002cjxbEIAQ>

**Objective:**

Over 15 Years of IT Experience in Development, Configuration, Quality Analysis and Business Analysis with solid understanding of Business Requirements Gathering, Application Design, user maintenance in Salesforce.com/CRM, Force.com (Classic/Lightning), APTTUS-CPQ/CLM (Quote to Cash), Integrations, Partner Community, ETL Cloud, Analytics, Java, Teradata, Data Analytics, and Mainframes. Also support with Release management, System/Functional, Regression, Automation, Problem Reporting & Agile/Scrum/Sprints methodologies.

**Professional Summary:**

* 6+ Years in Development, Configuration, Quality Analysis, Business Analysis for Salesforce.com, force.com and APTTUS-CPQ/CLM (Q2C), also Sales Service Cloud and Service Cloud.
* 3+ Years of experience with deployment management in SQL, PLSQL, JAVA, HP-ALM, ETL, RTC, Slack/Cloud management, Hackathon, Oracle, HTML5, ANT, CSS, J-query, Python, Content Management and Java Script.
* 6+ Years of experience as tester, BA and developer using java, ETL Informatica on premise (Powercenter), Informatica Cloud, datastage8.1, asp, sql, plsql, dba, Oracle, Teradata in the Development area for large enterprise Environments over IST/Staging/Production area.
* Active participation in application’s requirement analysis, design and implementation, integration and providing deliverables for the testing. Familiar with all the stages of System Development Life Cycle.
* Expert in CRM sales cycle (Customer, Opportunity, Quote/Proposal, Contract, Order and Invoice generations).
* Developed and managed release management processes and procedures including approval checklists insuring software builds and releases meet business requirements, are installed correctly, execute with quality. Technical Support while UAT/Business Validation is going on.
* Good with Salesforce Lightning includes the Lightning Component Framework with some exciting tools.
* Experience in Apex classes, triggers, test classes, Visualforce pages, controllers, components, SOQL & SOSL.
* Good with Apex, SOQL, XML, JSON, JavaScript, Apex Classes, Controllers, Triggers, Visual force. Migration Tool, REST based Web Services, Data Loader, Excel Connector, Demand Tools, Force.com IDE, Eclipse, managed, unmanaged packages, Conga Composer and Informatica cloud.
* Experience developing solutions for the Apttus Contract Lifecycle Management (CLM) system including X-Author for Word, development of clause libraries and contract templates. And good with agreement object.
* Good with Develop and configure Community cloud solutions using the full Salesforce toolset including custom objects and fields, validation rules, workflows, triggers, process builder, etc
* Working for MFSA – Procurement, MSA – Procurement, Other Agreement – Procurement, MNDA – Procurement, Executive Summary – Procurement, NDA and Facility Agreement agreements.
* Working for Templates, Clause exhibits, sections, providers templates, procurement and provider templates.
* Working for X-Author for merge fields/mart fields,making clause/exhibits conditional & refreshing the clauses.
* Designed and deployed the Emails, Landing Pages using Salesforce Marketing Cloud, created Data Extensions and Import data to the Marketing cloud application.
* Created Data Extensions, List to load data into Salesforce Marketing Cloud, Configured Campaign Management, Campaign Influence and Lead Conversion.
* Configured the Case Management Process and Implemented Case Management Automation to track and solve Customer's Issue.
* Involved on developing Salesforce Lightning Apps, Components, Controllers and Events.
* Experience in modifying Visual force pages to be supported in Lightning Experience and good understanding of lightning mode and its features.
* Worked in setting up Marketing Campaigns, Campaign Hierarchies, Lead Queries, and Assignment rules.
* Good with work flow, visual flow, Escalations, Process Builder, approval, Consoles and partner communities.
* Design and implement custom objects and advanced functionality, based on project roadmap and strategic initiatives, good in Sandbox management, delivery of reports and dashboard through solid analysis of data, Build report, dashboards and analytic snapshots and analysis on issues and prepare the documentations.
* Good in Develop, defining, roll-out the Release Management Strategy and Release Planning Process.
* Maintain release packaging, release integrated scheduling, work intake priorities, manage the Release Exe of Development/Deployment lifecycle, Provide inputs to RLS Packaging/Integrated Scheduling activities.
* Developed testing criteria based on requirements, use cases and traceability matrixes. Coordinates and conducts functional software testing utilizing all current testing tools available.
* Develop and manage release management processes and procedures including approval checklists insuring software builds and releases meet business requirements, are installed correctly, execute with quality. Technical Support while UAT/Business Validation is going on.
* Coordinate and participate in the review and testing activities to ensure the quality and functionality of assigned client developed systems and gives demos to client.
* Campaign, Leads, Opportunity, Contracts, Account Management & Planning, Contacts, Case Management, Sales/Services Support Requests, Special Bids, deal guidance and approvals process with various user based.
* Working on Partner community to maintain the different flows to support various business partner type users.
* Good with integrating Salesforce with external systems using connectors REST API and Informatica Cloud.
* Experience in configuring, managing and customizing the Apttus CPQ (Configure Price Quote)
* Good understanding in APTTUS-CLM (Contract Lifecycle Management), Billing/Revenues, Invoicing and Taxes.
* Experience with Apttus Advanced Workflow Approvals, Apttus Wizard, and X-Author for Excel
* Experience with Apttus Products and Pricing, Shopping Cart functionality, Quoting and Quote Templates
* Maintain user accounts, roles, and profiles in the Salesforce.com application, also clean and current data in the Salesforce.com application. Customize Salesforce.com fields, page layouts, record types, profiles, and roles. Formatting, scrubbing of raw data, uploading into Salesforce.com & workflow, process builder, formulas, VRs.
* Implement change control and best practices with regards to system maintenance, configuration, development, testing, data integrity, code reviews, naming conventions, coding guidelines, security and quality requirements.
* Articulate APTTUS core CPQ capabilities, Foundation concepts of Products, Pricing, Categories, Advanced concepts of product selection and pricing scenarios, also categories, Price List, Products and Selection, Bundles, Options and Option Groups, Product Selection using Constraint Rules and Attributes and Pricing Extensions (Price Dimensions, Price Matrices and Price Rule sets).
* Strong in Apttus managed package configuration and administration, like Apttus Quote to Cash, Sales Cloud and Force.com, and mostly with CPQ part and good understanding with CLM, X-author And OM area.
* Expert in APTTUS Product Configuration and Pricing Configuration with some advanced functionality of SFDC.
* Good with Product configuration, Price Rules, Constraint Rules, Categories, Price list, Quote Creation and few more complex pricing functionality using Workflow, APTTUS Approval Process, APEX, Visual Force and APTTUS Pricing Callbackclasses and test classes.
* Configure Products (Standalone/Bundle) with complex price rules, Categories, Price Matrix, PL, PLI, Attributes.
* Developed Quote Documents using X-AUTHOR for Word, also developed Customized login screen for community user and functionality to redirect user from Salesforce to APTTUS CPQ Quote creation using APTTUS API's, APEX, Visual Force and Trigger.
* Identify and evaluate new features and functionality related to the winter, spring, and summer release management schedule provided by Salesforce.com. Able to support TDD and prepared the documentation.
* Active participation in application’s requirement analysis, design and implementation, integration and providing deliverables for the testing. Familiar with all the stages of System Development Life Cycle.
* Proficient in Technical and Business Writing, Business Process Flow, Business Process Modelling, Business Analysis and Testing various methodologies. Working into marketing cloud module.
* Works with Release Engineers, development teams and production support leads to understand impacts of branches, code merges and their approval process.
* 24\*7 Support, Maintenance, release management, Offshore, Onshore communication, and use to work on PMO Deliverables, like Deployment plans, Release Status, Issues Register, invites/chats and post validations.
* Good on building, deploying managed packages and used SCM tools and good with agile/scrum processes.
* Good with SVN, VCS, Eclipse, JIRA, ANT, Selenium and Jenkins, good understanding in automation of scripts.
* Good in Release Management, Onshore development communication and use to work on PMO Deliverables, like Deployment plans, Release Status, Issues Register and invites/chats.

**EDUCATION:**

* B.TECH from KITS (Kakatiya Institute of Technology & Science), KU, Warangal, India

**CERTIFICATION:**

* Salesforce Certified – ADM 201 – (Active)
* Salesforce Certified – PD1 (DEV401) – (Active)
* Salesforce Certified – PD2 (DEV401) – (Active)
* Salesforce Certified - Service Cloud Consultant – (Active)
* Salesforce Certified - Community Cloud Consultant - (Active)
* Salesforce Certified CPQ Specialist - (Active)
* Salesforce Certified - Sales Cloud Consultant – Oct 2015
* Salesforce Certified – Teradata Database Basics – Feb/Mar 2009
* ITIL 2011 Foundation certified - Jan 2017

**WORK HISTORY:**

|  |  |  |
| --- | --- | --- |
| **Duration** | **Organization** | **Designation** |
| Nov’19-Till Date | ANTHEM INC, ATL, GA | Sr.Consultant(Salesforce/APTTUS(CPQ/CLM)/Integrations) |
| Jun’19-Nov’19 | HIGHMARK INC, PITSBURGH, PA  | Sr.Consultant (SFDC/APTTUS/CPQ/CLM) |
| Mar’19-May’19 | ANTHEM INC, ATL, GA | Sr. Consultant (SFDC) |
| Oct’17-Feb‘19 | IBM Corp Durham, NC | Sr. Consultant (SFDC/APTTUS) |
| Oct’16-Sep’17 | Eli Lilly Inc, Indianapolis IN | Sr. Consultant (SFDC/APTTUS) |
| Aug’13-Oct’16 | Tech Mahindra Americas Inc. ATL,GA | Tech. Manager (3yrs@onshore) |
| Oct’ 06-Aug’13 | Tech Mahindra Ltd, Pune, IND | Tech Lead (7yrs@offshore) |
| Aug’ 04-Oct’06 | PATNI Computer Systems Pvt. Ltd. Pune | SW. Engineer (2.5yrs@Offshore) |

**TECHNICAL SKILLS:**

|  |  |
| --- | --- |
| **DETAILS** | **SKILLS/TOOLS** |
| OPERATING SYSTEMS | Windows 9x/NT/XP/2008/2003/2000 and Unix. |
| LANGUAGE/SKILLS | Java, Shell script, PL-SQL, XML, SQL, Microsoft .NET, C# and Linux |
| VCS/CMS/DEFECT TRACKING/Deployment TOOLs | GITHUB, VSS, SVN, CMS, Maven, Changeset, Selenium, Maven, Jenkins, Eclipse, JIRA, TDD, Selenium and ANT. |
| Tools (AT&T & SFDC) | Introscope,IBM Tealeaf,Keynote,HP BAC,BMC Patrol,AOTS Remedy 7.6, SharePoint, MS Office, Eclipse, Datastage8.1, Toad, Teradata12x-SQL Assistant, HP Quality Center12x,Changeman ZMF/DS, Fileaid, Panagon, HLAD, Vantive,FTP, C:D (NDM),Citrix, QMF,SPUFI,JCL,FileAid,SDSF,SAP BO,NDM/C:D,SSO,ESP,DataLoader,Force.com Explorer and Force.com |
| Salesforce Technologies | Salesforce-CRM,Apex Language, Apex Classes/Controllers, Apex Triggers, SOQL, SOSL, REST, SOAP, Visual force Pages/Components, S Controls, Apex Web Services, AJAX, Workflows, Case Approvals, Dashboards, Analytic Snapshots, Case Management Automation, App-Exchange, Custom Objects, Chatter, API, Chatter, Sandbox, data loading, Sales, Service cloud, SOQL queries, Web Service Integration. Single Sign On, Delegated Authentication, Wave Analytics, Lightning ,salesforc1, Communities, Marketing cloud, Informatica cloud, Angular JS,  jQuery, Bootstrap, Partner community, APTTUS-CPQ/CLM, Conga Composer and Vlocity (Omni Scripts). |
| TOOLS | HP Quality Centre, AOTS BMC Remedy7.5, ETLs (Datastage/Informatica), FTP, HLAD Tool and C:D, Citrix, Toad 9.x, Share Point and Cloud System. |
| GUI(S) | HTML,HTML5,DHTLM,Flashscript,Weblogic,Datawarehousing,Oracle,DB2,MSSQLServers,Teradata,JCL,COBOL,ASP,VBScript,Oracle,MSAccess,HTML/DHTML, Python, .NET, REST API, ,JAVA,Flash Scripts and Java Script. |
| DOMAIN | CRM, Insurance, Retail, Telecom and Pharmacy. |
| Others/Methodologies | Waterfall, Agile, Scrum/Sprints/Iterations and ITIL |
| DATABASEs | Oracle, SQL Server 2008/2012/2012R, DB2 and Teradata |

**PROFESSIONAL EXPERIENCE:**

 Nov ’19 – Till Date

**Role: Sr. Salesforce/Apttus Developer**

Project: Power House - Enterprise Salesforce Solutions - (Anthem INC, Insurance Domain, Atlanta, PA).

**Description:**

Anthem, Inc, is one of the nation’s largest health benefits companies, and this project is building for making automation for their business improvement and communicating between Business Users and Members (Brokers/Consultants) to provide the better service to their clients and its built on Salesforce.com and CPQ platform.

**Responsibilities:**

* Working as per the requirements and adheres to agile methodologies and participating daily Sprint status calls.
* Performing hands-on technical implementation, with a focus on delivering functional solutions on the Salesforce.com platform.
* Developing high level design requirements for project and communicate in writing or in meetings with development team. Assess detailed specifications against design requirements.
* Understanding of technology architecture, APIs, and integration best practices, also more on products/quotes.
* Working on design, implementation, deployment, and documentation of projects that leverage Salesforce.com.
* CRM life cycle implementation and leading development teams to deliver and leading business development.
* Involving in developing Salesforce Lightning Apps, Components, LWC and Integrations etc.
* Working according to specifications, standards and prepared test class, plan and conduct basic unit testing.
* Working on Apex,SOQL,XML,JSON,JavaScript,ApexClasses,Controllers,Triggers,Visual force, Migrations, Data Loader, Force.com, managed, unmanaged packages and LWC.
* Coordinate and participate in the review and testing activities to ensure the quality and functionality of assigned client developed systems.
* Working for Templates, Clause exhibits, sections, provider’s templates, procurement and provider templates.
* Working for X-Author for merge fields, smart fields and making the clause exhibits conditional and refreshing the clauses and publishing the templates.
* APTTUS core CPQ capabilities, Foundation concepts of Products, Pricing, Categories, Advanced concepts of product selection and pricing scenarios, also categories, Price List, Products and Selection, Bundles, Options and Option Groups, Product Selection using Constraint Rules and Attributes and Pricing Extensions (Price Dimensions, Price Matrices and Price Rule sets).
* Working across this delivery landscape which includes and not limited to Agile Applications Development, Support and Deployment. Also create UAT test cases, support UAT testing & post deployment.
* Maintain user accounts, roles, permission sets and profiles in the Salesforce.com application, also clean and current data in the Salesforce.com application. Customize Salesforce.com fields, page layouts, record types, profiles, and roles. Formatting and scrubbing of raw data and uploading into Salesforce.com.
* Following on Salesforce platform best practices, coding and design guidelines and governor limits.
* Working on declarative configurations - workflow, process builder, formulas, validations, lookup filters etc.
* Developing Trigger, Batch class, Schedule Job by maintaining best coding standards and guiding the Business analysts, Developers and QA teams.

Environment: Apttus, CPQ/CLM, Saleforce.com platform, Force.com ide, Apex, Visual Force Pages, Data Loader, Approvals, Reports, Custom Objects, SOQL/SOSL queries, Email Services, APIs, Lightening, & WS Integration.

TEK LEADERS Inc, NC Jun’ 19 – Nov ‘19

**Role: Sr. Salesforce/Apttus Developer**

Project: HM Health Solutions - Enterprise Salesforce Solutions - (Health Solutions, Client- Highmark Health Solutions, Pittsburgh, PA).

**Description:**

Highmark Health Solutions, This is an Apttus CLM environment on Force.com (Salesforce) platform.

**Responsibilities:**

* Working as per the requirements and adheres to agile methodologies and participating daily Sprint status calls.
* Performing hands-on technical implementation, with a focus on delivering functional solutions on the Salesforce.com platform.
* Working on developing solutions for the Apttus Contract Lifecycle Management (CLM) system including X-Author for Word, development of clause libraries and contract templates. And good with agreement object.
* Working for MFSA – Procurement, MSA – Procurement, Other Agreement – Procurement, MNDA – Procurement, Executive Summary – Procurement, NDA, Commercial and Facility Agreement agreements.
* Working on APTTUS Purchasing, Commercial and MSLA procurement templates and related customization in salesforce.com.
* Working on Partner community to maintain the different flows to support various business partner type users.
* APTTUS core CPQ capabilities, Foundation concepts of Products, Pricing, Categories, Advanced concepts of product selection and pricing scenarios, also categories, Price List, Products and Selection, Bundles, Options and Option Groups, Product Selection using Constraint Rules and Attributes and Pricing Extensions (Price Dimensions, Price Matrices and Price Rule sets).
* Working for Templates, Clause exhibits, sections, provider’s templates, procurement and provider templates.
* Working for X-Author for merge fields, smart fields and making the clause exhibits conditional and refreshing the clauses and publishing the templates.
* Developing high level design requirements for project and communicate in writing or in meetings with development team. Assess detailed specifications against design requirements.
* Understanding of technology architecture, APIs, and integration best practices
* Working on design, implementation, deployment, and documentation of projects that leverage the Salesforce.com.
* CRM life cycle implementation and leading development teams to deliver and leading business development.
* Analyze and review business, functional and technical requirements. And designed the technical architecture based on functional documents. Support TDD and prepared the documentation.
* Involved on developing Salesforce Lightning Apps, Components, Controllers and Events.
* Working according to specifications, standards and prepared test class, plan and conduct basic unit testing.
* Working on Apex,SOQL,XML,JSON,JavaScript,ApexClasses,Controllers,Triggers,Visual force, Migrations, Data Loader, Excel Connector, Demand Tools, Force.com IDE Eclipse, managed packages.
* Working on Data Migration Tools (Data Loader and Import Wizard), understand business requirement and adopt the required methodology for data import and export.
* Coordinate and participate in the review and testing activities to ensure the quality and functionality of assigned client developed systems.
* Working across this delivery landscape which includes and not limited to Agile Applications Development, Support and Deployment. Also create UAT test cases, support UAT testing & post deployment.
* Develop business requirements, specifications, process flows, application design, application configuration, test processes and release management.
* Maintain user accounts, roles, permission sets and profiles in the Salesforce.com application, also clean and current data in the Salesforce.com application. Customize Salesforce.com fields, page layouts, record types, profiles, and roles. Formatting and scrubbing of raw data and uploading into Salesforce.com.
* Following on Salesforce platform best practices, coding and design guidelines and governor limits.
* Working on declarative configurations - workflow, process builder, formulas, validations, lookup filters etc.
* Able to create process flow diagrams to represent the logic and algorithms used to implement the business rules and requirements.
* Developing Trigger, Batch class, Schedule Job by maintaining best coding standards and guiding the Business analysts, Developers and QA teams.

Environment: Apttus, CPQ/CLM, Saleforce.com platform, Force.com ide, Apex, Visual Force Pages, Data Loader, Approvals, Reports, Custom Objects, SOQL/SOSL queries, Email Services, APIs, Chatter, XML, Sandbox data loading, GIT, ANT Deploy tools, Lightening and Web Service Integration.

**TEK LEADERS Inc, NC Mar’ 19 – May ‘19**

**Role: Sr. Salesforce Consultant/APTTUS/CPQ/CLM (Developer/Admin)**

Project: INGENIO-RX - (Pharmacy Domain, Client-ANTHEM, ATLANTA, GA).

**Description:**

Anthem, Inc, is one of the nation’s largest health benefits companies, announced today it is establishing a new pharmacy benefits manager to be named [IngenioRx](http://cts.businesswire.com/ct/CT?id=smartlink&url=http%3A%2F%2Fwww.ingenio-rx.com&esheet=51700947&newsitemid=20171018005618&lan=en-US&anchor=IngenioRx&index=1&md5=35b5e281349e32fcde92ce2f2c5787cb). IngenioRx will begin offering a full suite of PBM solutions starting in 2020, which coincides with the conclusion of the company’s current PBM contract.

**Responsibilities:**

* Working as per the requirements and adheres to Agile methodologies and participating daily Sprint status calls.
* CRM life cycle implementation and leading development teams to deliver and leading business development.
* Analyze and review business, functional and technical requirements. And designed the technical architecture based on functional documents. Support TDD and prepared the documentation.
* Working on lightning components and testing on them, also working on deploying them into Dev to QA then Staging.
* Experience developing solutions for the Apttus Contract Lifecycle Management (CLM) system including X-Author for Word, development of clause libraries and contract templates. And good with agreement object.
* Involved on developing Salesforce Lightning Apps, Components, Controllers and Events.
* Working according to specifications, standards and prepared test class, plan and conduct basic unit testing.
* Working on Apex,SOQL,XML,JSON,JavaScript,ApexClasses,Controllers,Triggers,Visual force, Migrations, Data Loader, Excel Connector, Demand Tools, Force.com IDE Eclipse, managed/unmanaged packs & Informatica Cloud.
* Working on Data Migration Tools (Data Loader and Import Wizard), understand business requirement and adopt the required methodology for data import and export.
* Coordinate and participate in the review and testing activities to ensure the quality and functionality of assigned client developed systems.
* Working across this delivery landscape which includes and not limited to Agile Applications Development, Support and Deployment. Also create UAT test cases, support UAT testing & post deployment.
* Develop business requirements, specifications, process flows, application design, application configuration, test processes and release management.
* Working on Partner community to maintain the different flows to support various business partner type users.
* APTTUS core CPQ capabilities, Foundation concepts of Products, Pricing, Categories, Advanced concepts of product selection and pricing scenarios, also categories, Price List, Products and Selection, Bundles, Options and Option Groups, Product Selection using Constraint Rules and Attributes and Pricing Extensions (Price Dimensions, Price Matrices and Price Rule sets).
* Maintain user accounts, roles, permission sets and profiles in the Salesforce.com application, also clean and current data in the Salesforce.com application. Customize Salesforce.com fields, page layouts, record types, profiles, and roles. Formatting and scrubbing of raw data and uploading into Salesforce.com.
* Following on Salesforce platform best practices, coding and design guidelines and governor limits.
* Working on declarative configurations - workflow, process builder, formulas, validations, lookup filters etc.
* Able to create process flow diagrams to represent the logic and algorithms used to implement the business rules and requirements.
* Developing Trigger, Batch class, Schedule Job by maintaining best coding standards and guiding the Busines analysts Developers and QA teams.
* Working on Deploying Components using Salesforce Change set Migration Tool and Post validations.
* Working on Integration with different systems per the requirements and helping the Dev/QA teams.

**Environment:** Saleforce.com platform, Force.com ide, Apex, Visual Force Pages, Data Loader, HTML, Java Script, Workflow, Approvals, Reports, Custom Objects, apttus/cpq/clm SOQL/SOSL queries, Email Services, APIs, Chatter, XML, Sandbox data loading, GIT, ANT Deploy tools, Informatica Cloud, Lightening and Web Service Integration.

**TEK LEADERS Inc, NC Oct’ 17 – Feb’ 19**

**Role: Sr. Salesforce/Apttus Developer (SFDC/APTTUS-CPQ/CLM)**

**Project: GAIA Business Partners - (CRM/Market place, Client-IBM, Raleigh NC).**

**Description:**

IBM Cloud is a platform that helps developers build and run modern apps and services. It provides developers with instant access to the compute and services they need to launch quickly, iterate continuously and scale with success. With services across mobile, IoT, IBM Watson® and more, IBM Cloud is an ideal platform to power the next wave of apps that thrive on data. IBM enables companies to scale and adapt quickly to changing business needs without compromising security, privacy or risk levels when using IBM cloud offerings.

**Responsibilities:**

* Working for Apex,SOQL,XML,JSON,JavaScript,ApexClasses,Controllers,Triggers,Visual force, Migrations, Data Loader, Excel Connector, Demand Tools, Force.com IDE Eclipse, managed, unmanaged packages and Informatica cloud. Running with Billing/Revenues and running Invoicing and Taxes.
* Follow the policies, practices and code reviews, convention standards, coding guidelines, security and quality requirements.
* Interact with customers to understand requirements and Develop custom solutions and interfaces on the Salesforce platform.
* Developing solutions for the Apttus Contract Lifecycle Management (CLM) system including X-Author for Word, development of clause libraries and contract templates. And good with agreement object.
* Working on Data Migration Tools (Data Loader and X-Author), understand business requirement and adopt the required methodology for data import and export.
* Involved on developing Salesforce Lightning Apps, Components, Controllers and Events.
* Coordinate and participate in the review and testing activities to ensure the quality and functionality of assigned client developed systems and gives demos to client.
* Experience developing solutions for the Apttus Contract Lifecycle Management (CLM) system including X-Author for Word, development of clause libraries and contract templates. And good with agreement object.
* Working on Campaign, Leads, Opportunity, Contracts, Account Management & Planning, Contacts, Case Management, Services Support Requests, Special Bids, deal guidance & approvals process on various user based.
* Working on Partner community to maintain the different flows to support various business partner type users.
* APTTUS core CPQ capabilities, Foundation concepts of Products, Pricing, Categories, Advanced concepts of product selection and pricing scenarios, also categories, Price List, Products and Selection, Bundles, Options and Option Groups, Product Selection using Constraint Rules and Attributes and Pricing Extensions (Price Dimensions, Price Matrices and Price Rule sets).
* Developed and configure Community cloud solutions using the full Salesforce toolset including custom objects and fields, validation rules, workflows, triggers, process builder, etc
* Maintain user accounts, roles, permission sets and profiles in the Salesforce.com application, also clean and current data in the Salesforce.com application. Customize Salesforce.com fields, page layouts, record types, profiles, and roles. Formatting and scrubbing of raw data and uploading into Salesforce.com.
* Clear insight of Salesforce platform best practices, coding and design guidelines and governor limits.
* Working on declarative config - workflow, process builder, formulas, validations etc.
* Working on integrating Salesforce with external systems using connectors and REST API.
* Working on in configuring, managing and customizing the Apttus CPQ (Configure Price Quote) and Good knowledge on CLM (Contract Lifecycle Management).
* Strong communication skills with both internal team members and external business stakeholders. initiative to find ways to improve solutions, systems, and processes.
* Working on Product configuration and few more complex pricing functionality using Workflow, APTTUS Approval Process, APEX, Visual Force and APTTUS Pricing Callback Class.
* Working with Apttus Advanced Workflow Approvals, Apttus Wizard, and X-Author for Excel.
* Working on Apttus Products and Pricing, Shopping Cart functionality, Quoting and Quote Templates
* Able to create process flow diagrams to represent the logic and algorithms used to implement the business rules and requirements.
* Worked on Develop and configure Community cloud solutions using the full Salesforce toolset including custom objects and fields, validation rules, workflows, triggers, process builder, etc
* Designed and deployed the Emails, Landing Pages using Salesforce Marketing Cloud, created Data Extensions and Import data to the Marketing cloud application.
* Also Configured the Case Management Process and Implemented Case Management Automation to track and solve Customer's Issue.
* Working on maintaining user accounts, roles, permission sets, profiles, fields, page layouts, record types, profiles, roles and communities.
* CRM life cycle implementation and leading development teams to deliver and leading business development.
* Analyze and review business, functional and technical requirements. And designed the technical architecture based on functional documents.support TDD and prepared the documentation.
* Working according to specifications, standards and prepared test class plan and conduct basic unit testing.
* Developing Trigger, Batch class, Schedule Job by maintaining best coding standards.
* Working on Deploying Components using Eclipse IDE and Salesforce Changeset Migration Tool. (Optional to be trained on ANT Migration tools.

**Environment:** Saleforce.com platform, Force.com ide, marketing cloud, Apex, Visual Force (Pages, Component & Controllers), Pages, Data Loader, HTML, Inside sales telephonic plug-in, Java Script, Workflow & Approvals, Reports, Custom Objects, Custom Tabs, SOQL/SOSL queries, Email Services, Security Controls, SOAP, API, Chatter, XML, REST, Sandbox data loading, Jenkins, GIT, ANT deploy tools, Apttus Q2C(CPQ/CLM), Lightening and Web Service Integration.

**Tek Leaders Inc, Indianapolis, IN Oct’ 16 – Sep’17**

**Role: Salesforce/apttus Developer (SFDC & APTTUS CPQ)**

**Project: Laboratory and Diagnostic Asset Planning Tool (LDAPT). (Healthcare, Eli Lilly Inc, IN, USA).**

**Description:** Laboratory Diagnostic Asset and Planning is a series of business processes to facilitate clinical trial testing planning and tracking and lab vendor expense budget management across multiple functional areas.  Many challenges exist within the solutions currently supporting the different business processes. LDAPT is a global application primarily utilized by people within the four primary functional teams (CLO, TTx, LEM, DD).

**Responsibilities:**

* Developing solutions for the Apttus Contract Lifecycle Management (CLM) system including X-Author for Word, development of clause libraries and contract templates. And good with agreement object.
* Working for procurements contracts and building templates and publishing them based on requirements.
* Working for MFSA – Procurement, MSA – Procurement, Other Agreement – Procurement, MNDA – Procurement, Executive Summary – Procurement, NDA and Facility Agreement agreements.
* Working for Templates, Clause exhibits, sections, providers templates, procurement and provider templates.
* Working for X-Author for merge/smart fields & making clause exhibits conditional and refreshing the clauses.
* Worked with Product configuration, Price Rules, Constraint Rules, Categories, Price list, Quote Creation and few more complex pricing functionality using Workflow ,APTTUS Approval Process, APEX, Visual Force and APTTUS Pricing Callback Class.
* Developed Good with Apex, SOQL, XML, JSON, JavaScript, Apex Classes, Controllers, Triggers, Visual force. Migration Tool, Web Services (REST/WSDL/XML), Data Loader, Excel Connector, Demand Tools, Force.com IDE, Eclipse and Informatica cloud.
* Clear insight of Salesforce platform best practices, coding and design guidelines and governor limits.
* Working on declarative config - workflow, process builder, formulas, validations etc.
* Working on playing a Business & Solution Architect role on at least 1 end-to-end project
* Design and implement custom objects and advanced functionality, based on project roadmap and strategic initiatives, good in Sandbox management, delivery of reports and dashboard through solid analysis of data, Build report, dashboards and analytic snapshots and analysis on issues and prepare the documentations.
* Taking care of business and application requirements also working on support and deployment tasks.
* Performing the roles for Salesforce.com on Admin, Development, Deployment and Testing in the organization.
* CRM life cycle implementation and leading development teams to deliver and leading business development.
* Working according to specifications, standards and prepared test class, plan and conduct basic unit testing.
* Working closely with QA Teams, Business Teams, and DBA team and Product Operations teams to identify QA and UAT cycles release schedule to non-prod and prod environments.
* Maintain user accounts, roles, and profiles in the Salesforce.com application, also clean and current data in the Salesforce.com application. Customize Salesforce.com fields, page layouts, record types, profiles, and roles. Formatting and scrubbing of raw data and uploading into Salesforce.com.

Environment: Saleforce.com platform, Force.com ide, Apex, Visual Force (Pages, Component & Controllers), Pages, Data Loader, HP ALM(Quality Center), Workflow & Approvals, Reports, Custom Objects, Custom Tabs, SOQL/SOSL, XML, AJAX, REST,APTTUS-cpq/clm, Bootstrap, Lightning, Community Cloud and Sandbox data loading..

**Tech Mahindra Americas, Atlanta, GA Aug’ 13 – Oct’ 16 (39 Months)**

**Role: Salesforce CRM – Developer with Admin (apttus-cpq/clm)**

**Project: Quick Quote (Telecom, DirecTV/AT&T, USA):**

**Description:** Quick Quote is the part of group application Online sales and distribution’ which is the merge component from DirecTV and provides Regional Local Business Markets (RLBM) Inbound Channel sales agents across 22 states, as well as Southeast Vendors/Solutions Providers, with product pricing, bundle and promotional information to provide quotes and proposals to customers. Products available include Telco/Local, LD, Uverse, DSL, Wireless, DirecTV.

**Responsibilities:**

* Worked for Apex,SOQL,XML,JSON,JavaScript,ApexClasses,Controllers,Triggers,Visual force, Migrations, Data Loader, Excel Connector, Demand Tools, Force.com IDE Eclipse, managed, unmanaged packages and Informatica cloud. Running with Billing/Revenues and running Invoicing and Taxes.
* Working on Data Migration Tools (Data Loader and Import Wizard), understand business requirement and adopt the required methodology for data import and export.
* Performing the roles for Salesforce.com on Admin, Development and Change Management for the organization.
* Worked with Product configuration, Price Rules, Constraint Rules, Categories, Price list, Quote Creation and few more complex pricing functionality, APTTUS Approval Process, APEX, VisualForce and APTTUS Pricing Callback Cls.
* Created page layouts, search layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.
* Created various Reports (summary reports, matrix reports, pie charts, dashboards and graphics) and Report Folders to assist managers to better utilize Sales force as a sales tool and configured various Reports and for different user profiles based on the need in the organization.
* Setting up Service Cloud Console, Cases (Web to case, email to case), Solutions and Case Assignment.
* Analyze and review business, functional and technical requirements. And designed the technical architecture based on functional documents.
* Developed code according to specifications and standards, and prepared test classes, plan and conduct basic unit testing, also worked with selenium.
* Maintain user accounts, roles, and profiles in the Salesforce.com application, also clean and current data in the Salesforce.com application. Customize Salesforce.com fields, page layouts, record types, profiles, and roles. Formatting and scrubbing of raw data and uploading into Salesforce.com.
* Developed and deployed workflows and approval processes for opportunities and products/assets management.
* Articulate APTTUS core CPQ capabilities, Foundation concepts of Products, Pricing, Categories, Advanced concepts of product selection and pricing scenarios, also categories, Price List, Products and Selection, Bundles, Options and Option Groups, Product Selection using Constraint Rules and Attributes and Pricing Extensions (Price Dimensions, Price Matrices and Price Rule sets).
* Expert in APTTUS Product Configuration and Pricing Configuration with some advanced functionality of SFDC.
* Configure Products (Standalone/Bundle) with complex price rules, Categories, Price Matrix, PL, PLI, Attributes.

**Environment:** Saleforce.com platform, Force.com ide, marketing cloud, Apex, Visual Force (Pages, Component & Controllers), Pages, Data Loader, Jenkins, HP ALM(Quality Center), HTML, Inside sales telephonic plug-in, Java, Java Script, Workflow , Reports, AJAX, Custom Objects, APTTUS-cpq/clm, Python, REST. Email Services, SOAP, API.

**Tech Mahindra, Pune, IND. Sep’ 11 – Aug’ 13 (24 Months)**

**Role: Business Analyst**

**GE Renewable (GE Client)**

**Responsibilities:** BA, QA and Admins tasks

**Environment:**  IBM DataStage 8.1, Java, Java Script, HP QC, Java, j2ee and sql server and oracle.

**Tech Mahindra, Pune, IND Mar‘ 08 – Aug’ 11 (41 Months)**

**Role – Sr. Developer/QA**

**ECM (Telecom - AT&T, USA):**

**Responsibilities:**

**Environment:** IBM MVS /ZOS , COBOL, JCL, C: D(NDM), FTP, HP Quality Center, UNIX, TOAD, Oracle, Teradata, SQL Assistant, SQL Server DB, SSAS/SSIS/SSRS, MS .net and c#

**Tech Mahindra, Pune, IND. Oct’ 06 – Mar’ 08 (18 Months)**

**Role – Business Analyst/Tester.**

**T-BOSS (Telecom - AT&T, USA):**

**Responsibilities:**

**Environment:** IBM MVS /ZOS 1.7, COBOL, JCL, C: D(NDM), teradata, Informatica and unix.

**Patni Computers Ltd, Pune, IND Aug’ 04 – Oct’ 06 (27 Months)**

**Role – Sr. Software Engineer/QA**

**RBS (Telecom - AT&T, USA):**

**Responsibilities:**

**Environment:** Mainframes, Teradata, Windows JAVA, JSP, Servlets, SQL, Oracle, PLSQL, MS Excel and MS Access, System Monitor/Performance Monitor, Java scripting, HTML and DHTML.