Personal Details .

|  |  |  |
| --- | --- | --- |
| Name | Sornapudi Venkata Sai Ajay | |
| Designation | Associate Consultant(B1) | |
| Birth Date | 20-June-1996 | |
| Residence | Visakhapatnam | |
| Nationality | Indian | |
| Marital Status | Single | |
| Gender | Male | |
| Mail | [Saiajay43@gmail.com](mailto:Saiajay43@gmail.com) |  |
|  |  |  |
|  |  |  |
|  |  |  |

Profile .

* 2.10+ years of IT experience in developing Applications.
* Having around 2.6+ years of experience in developing force.com, Salesforce CRM.
* Good experience on the Billing and CPQ Domain.
* Having Knowledge on Apttus & Salesforce CPQ.

Self-motivated Developer adds high level of experience over more than 2.10+ years collaborating and working on multiple web-based projects. Passionate, hardworking coder with penchant for developing customized interfaces that factor in unique demands for accessibility, reachability and security. Organized approach to meeting multiple, concurrent deadlines. Pulls from active knowledge of current technology landscape to promote best practices in web design. Creative Developer with proficiency in monitoring software performance tests and revising programs for corrections. First-rate critical thinking and organizational skills. Excellent understanding of basic development principles and programming for diverse operating systems. Excellent reputation for resolving problems and improving customer satisfaction.

|  |  |
| --- | --- |
|  |  |

Domain Experience…

|  |
| --- |
| CPQ & Billing  Customer Relationship Management  Sales |
|  |

Experience

**From July 2020**

**To till date**

|  |  |
| --- | --- |
| Project Name | Radius |
| Client | Radius Telecom Inc. |
| Role | SFDC CPQ Developer |
| Technology used in project | Salesforce CPQ and Lightning |

**Description:** Radius is a Telecom Internet Service Provider which focuses on B2B services. The application provides various functionalities which flow through standard Salesforce functionality from creation of Opportunity, Quote and Contract. This also includes Salesforce CPQ Amendment & Renewal Process. This project is leveraging the Standard CPQ Functionality with minimal Customization. This project highly focused on Configuration.

**Roles Performed:**

* + - * Worked on Price Rules and Product Rules.
      * Worked on Approvals, Workflows and Validation Rules.
      * Worked on Salesforce CPQ Configuration.
      * Worked on Process Builder for Automations.
      * Worked on Contract Amendment and Renewal Processes.
      * Worked on Quotation, Quote Templates, Document Output Generation,
      * Worked on Internal and external approvals and email templates with Salesforce CPQ.

**From June 2019**

**To July 2020**

|  |  |
| --- | --- |
| Project Name | VCS 2.0 |
| Client | BMW |
| Role | SFDC Developer |
| Technology used in project | Salesforce CPQ ,APEX, Lighting Components |

**Description:** VCS 2.0 application is used for managing Vehicle Contracts. The application provides various functionalities like Enrolling new VIN, Print contracts, Billing etc. to the dealers. Salesforce CPQ is used to fasten this process. The information generated in Salesforce is sent to various other systems using ETL and Webservices.

**Roles Performed:**

* + - * Worked on Product configuration, Product catalogue, Product Rules
      * Worked on Price Rules, Price Dimensions, Price Matrix, and Pricing/Discount Logic.
      * Worked on knowledge Approvals, Workflows, Validation Rules.
      * Worked on Quotation, Quote Templates, Document Output Generation.
      * Worked on Apex, Lighting Component.
      * Working knowledge on Data Loader and work bench
      * Worked on Internal and external approvals and email templates with Salesforce CPQ.
      * Worked on the Lighting Component.

**From Jan 2019**

**To May 2019**

|  |  |
| --- | --- |
| Project Name | EYEFORCE |
| Client | JOHNSON & JOHNSON |
| Role | Developer |
| Technology used in project | APEX, Visual Force, CPQ, CLM |

**Description:**

The CPQ process is one of the major impacting business processes at J&J.

It covers a very large scope of activities and functions, from pre-sales, service activation,

Billing until revenue recognition/profitability including an extensive customer self-service

Portal, it covers as well a large and broad range of professional experts being actors of this process. Quote-to-Cash not being only an internal process, Quote-to-Cash

impacts as well SWIFT’s customers, and as such this transformation will need to drive these major changes in a best-in-class approach minimizing the external customer impact while still reducing the risk of increasing complexity to SWIFT internal back-office environment.

**Roles Performed:**

* + - * Worked on Product configuration, Product catalogue, Product Rules
      * Worked on Price Rules, Price Dimensions, Price Matric, Pricing/Discount Logic.
      * Worked on knowledge Approvals, Workflows, Validation Rules.
      * Worked on Quotation, Templates, Document Output Generation.
      * Worked on Apex, Visual force.
      * Worked on APTTUS CLM in Agreements, Templates, Template Queries
      * Worked on Agreement Protection, Agreement Rules, Agreement Output- Online/ Offline
      * Working knowledge on Data Loader and work bench
      * Worked on Internal and external approvals and email templates with Apttus.

**Training/Certification**... …

|  |  |
| --- | --- |
| **Certifications:** | * Salesforce Certified Platform Developer I * Salesforce Certified CPQ Specialist * Salesforce Certified Administrator |
|  |  |

**Education** .

|  |
| --- |
| * Graduated in Bachelor of Technology, 2017 Pass out from Vignan Institute of Information & Technology, Visakhapatnam. * Completed Schooling from St. Aloysius A.I High School, Visakhapatnam. |
|  |

|  |  |
| --- | --- |
|  |  |