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Puppala Keerthi
Salesforce Admin and Salesforce CPQ Developer (IT Analyst)

PROFILE SUMMARY

Overall 3.8 Years of extensive experience in software industry in Salesforce.com CPQ Platform, Salesforce CPQ Configuration, Salesforce Development and Administration. Having Strong communication skills, analytical skills and critical thinking approach to resolve problems, improving customer satisfaction. Currently seeking a responsible and challenging position where my skills will significantly contribute to the overall success of the organization and provide opportunities for my career growth.

KEY SKILLS

| Salesforce CPQ Configuration | Salesforce Development | Salesforce Billing | Bundled Products | Quote Templates |
| Import Formats and Import Columns | Reports and Dashboard | Advanced Approvals | Price Rules | Salesforce Admin |

EMPLOYMENT DETAILS

Working as a Salesforce Developer in **Evident Techno Solutions PVT LTD** from **Aug 2019** to till Date.

PROJECT DETAILS

Project 02 (Nov 2021 – Till Date)
Environment: Salesforce.com, Admin, Configuration.
Client: Abacus Insights
Role: Salesforce CPQ Developer
Project Description:

Abacus Insights – Abacus Insights is a healthcare data integration company. It provides a cloud-based integration platform allowing health insurance companies to enhance consumers' experiences, improve patients' health, and lower cost of care.

Responsibilities:

➢ Major contribution in all the phases of the delivery like requirement gathering, analysis, design, and deployment.

➢ Worked on Multiple Analysis User stories as per client requirements.

➢ Worked on Custom Setting to disable all metadata components like Workflow rules, Validation rules, etc. on specific object or list of objects based on User or Profile.

➢ Worked on End to End Analysis of impact on Existing CPQ and Billing Solution for Quote to Bill due to account Hierarchy changes.

➢ Worked on Advanced Approval related User stories and implemented it for North America and Canada region successfully.

➢ Involved in preparing functional/technical specifications documents for different Objects in Salesforce CPQ and Salesforce Billing.

➢ Worked on the Product Configuration, product rules and Prices rules based on the business requirement.

➢ Working on the Lead Management, Opportunity Sales Process, Quote process and Product configurations.

➢ Worked on the using the Salesforce CPQ features price rules, Discount schedules

- ➢ Active involvement with business analysts, developers and stakeholders to implement the requirements.
- ➢ Implemented Dynamic Approval Rules, Approval Conditions, and Approvers as per client requirements.
- ➢ Configured Workflow Rules and Process Builders.

Project 01 (Aug 2019 – Nov 2021)
Environment: Salesforce.com, Admin, Configuration.
Client: Abacus Insights
Role: Salesforce CPQ Developer
Project Description:

RxContinuum – Adherence Management is web-based software that simplifies and automates the tracking and resolution of patient adherence to prescribed regimens and patient therapy safety issues. RxContinuum offers effective workflow and document management capabilities which provide the perfect solution for managing your intervention strategies and is designed to maximize the benefits.

Responsibilities:

- ➢ Design and develop secure, scalable technical solutions on the Salesforce and CPQ platform.
- ➢ Configure product bundles for products and services as per the requirement using product rules.
- ➢ Developing price rules and pricing tools to give accurate price to the customers.
- ➢ Developing Conga templates using Conga composer and template builder.
- ➢ Designed, Implemented and developed the Custom Objects, Page Layouts, Custom Tabs, and Components to suit to the needs of the application.
- ➢ Worked on Custom objects, Validation rules on the objects, Page layouts, Custom tabs, Roles, Profiles, Public Groups, Permission Sets, Custom Settings and Labels to suit to the needs of the application.
- ➢ Experience with requirement gathering, analyzing finding the solutions.
- ➢ Extensive knowledge on interacting with business team and understanding requirement and implement in effective way.

EDUCATION

Completed **Masters in Technology** in **CSE** from **JNTUK** in the year of **2018**.

TECHNICAL SKILLS

- ❖ **Operating system used:** Windows 10 , Windows XP
- ❖ **Skillset:** Salesforce CPQ and Salesforce Billing Configuration, Salesforce
- ❖ **AdminSFDC Tools:** Sandbox Production orgs, Data loader