**HAMMED SHITTU**

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**SKILLS**

* 11+years Enterprise environments with systems/applications
* Over 3 years of experience working within the Big Machines, Apptus, Callidus Cloud, Steelbrick/ Salesforce CPQ platform and Workday modules such as HCM, Payroll e.t.c
* Experience with Sales Cloud, Partner Communities, and Force.com platform functionality.
* Apttus Configure Price Quote (CPQ)
* Apttus CLM (Contract Lifecycle Management)
* Salesforce Configuration, Customization and Administration
* Comfortable building and demonstrating Salesforce CPQ prototypes in Salesforce.
* Serving as a Product Owner between the Customer and offshore development team.
* Workday HCM, Benefits, Payroll, Absence and Time Off, Time Tracking, Compensation, Recruiting, PeopleSoft HRMS 8.9, ADP Products, HP Quality Center,
* Communicating process changes, enhancements, and modifications to the team through CMBD (SNOW). Utilizes SNOW as a CMBD system of records.
* 3+ years consulting and/or Quote to- Cash (Oracle CPQ/ CLM) implementation experience. Understanding of the Lead-To-Cash business process.
* Serving as a liaison between the programmers and internal business entities in designing and implementing functionalities during Sprints.
* Collaborating in the planning of new product decisions and enhancements to existing applications.
* Assisting DBA team, to produce right DB changes, and stored procedures in right time in right manner.
* Reviewed and tested REST APIs that allow sophisticated, effective and low cost application integration.
* Responsible for implementation process to new clients, by setting up to go live.

**EXPERIENCE**

**CPQ Consultant: Pros Consultants. Houston, TX Aug 2019 – Present**

* Led requirement analysis, estimation, design, development, unit testing, implementation and support of CPQ, CRM and Web based applications.
* Consulted on designing and implementing Salesforce CPQ Cloud and Salesforce solutions.
* Managed Scrums, Sprints and Retrospective associated with CPQ/CRM and CLM implementation and final delivery.
* Worked on Salesforce Product configuration, pricing, discounting, approvals and proposal generation.
* Demonstrated leadership in diversified Sales domain like Configure - Price-Quote, Contract Management, Revenue Management & Billing
* Led creation of Salesforce applications, Page Layouts, Validations, Salesforce VisualForce pages, controllers and triggers.
* Worked with different software methodologies like Waterfall and Agile.
* Integrated CPQ system with multiple CRMs like Salesforce, MS Dynamic and CRM On Demand.
* Developed and created strategies for effective delivery of Salesforce CPQ/CRM/CLM deployment managing versioning and migration from Dev -> QA-> Sage ->Production.

**Apttus CPQ Consultant: Affinion Group. Plano, TX Feb 2019 – Aug 2019**

* Implemented CPQ technologies such as Salesforce CPQ (formerly Steelbrick), Apttus CPQ, or BigMachines.
* Experience managing at least two large-scale full-life cycle implementations of Quote to- Cash (CPQ/ CRM/CLM) solutions, including ownership of the technical solution, management of the overall team and ownership and management of project financials.
* Configure complete PLI with different Charge Types and Charge Type Criteria combinations for the Products and Services.
* Led end to end testing and configuration enhancements for the Apttus CPQ and CLM functionalities
* Conducted QA/UAT with the cross-functional business teams to ensure the Salesforce CPQ was aligned with the vision of the business teams including Pricing, Product and Quoting.
* Tested the Apttus CPQ integration with ERPs ; Helix and Webloyalty
* Identify gaps and pain points and work with the customers delivery team to design a future state solution that incorporates Apttus CPQ best practices.
* Have a strong understanding of Salesforce CPQ functionality and can clearly communicate its capabilities and limitations to customers.
* Defined Org wide defaults to resist access from users and Sharing Rules to provide access for limited users.

**Tools: OWA/Exchange Server 2016, Office360, ORACLE- SQL DEVELOPER, AWS, JIRA, Salesforce.com, VMWare, Windows Desktop, Chrome OS**

**CPQ Business Consultant : FIS Global. Jacksonville, FL Nov 2018 – Feb 2019**

* Established business process mapping (STAR/SNOW tickets) between AS-IS and To-Be business requirements in an Agile Environment.
* Implemented CPQ technologies such as Salesforce CPQ, Apttus CPQ.
* Led end to end testing and configuration enhancements for the Apttus CPQ and CLM functionalities with other ERPs integrations
* Configured Products, Catalog, Catalog Hierarchies, Bundles, Bundles within Bundle, Pricing and Quoting, Price List across all products.
* Implemented various Pricing factors like Variance Pricing, Volume based Pricing, and attribute based pricing.
* Supports HR technology projects or initiatives involving Workday HCMS as a lead for functional area of expertise. Configuration responsibilities may include modifications to business processes, compensation set-up, security configuration, condition rules and notifications, payroll earnings/ deduction codes and reports.
* Facilitating interviews with end users to capture user requirements, business procedures, and identify system requirements
* As a Product Owner, collaborated with developers and subject matter experts to establish the technical vision and analyze the trade-offs between usability and performance needs.
* Lead the Workday integration of business processes across disparate systems.
* Hands-on experience in Modules - PeopleSoft Human Capital Management, Enterprise Performance Management (Financial Reporting)
* Performing User acceptance test immediately after every build in an Agile environment.

**Tools: OWA/Exchange Server 2016, Office360, Workday HCM, STAR, SNOW, OMNI, MS Visio, Workday, AWS, ORACLE- SQL DEVELOPER, JIRA, Apttus, Salesforce.com, VMWare, Windows Desktop, ChromeOS**

**CPQ Business Consultant: Santander Consumer Bank. Dallas, TX**

**Mar 2018 – Oct 2018**

* Implemented CPQ technologies such as Salesforce CPQ (formerly Steelbrick), Apttus CPQ, or BigMachines.
* Experience managing at least two large-scale full-life cycle implementations of Quote to- Cash (Oracle CPQ/ CRM/CLM) solutions, including ownership of the technical solution, management of the overall team and ownership and management of project financials.
* Configure complete PLI with different Charge Types and Charge Type Criteria combinations for the Products and Services,
* Identified and prioritized requirements for CRM Salesforce new market entry application that projected increase in annual revenue significantly.
* Created Requirements Specifications, Use Case Diagrams, High Level and Detailed Process Flows, Robustness Diagrams and Domain Model as well as standardized, a process that decreased requirements gathering and analysis time by 50%.
* Conducted QA/UAT with the cross-functional business teams to ensure the Salesforce CPQ was aligned with the vision of the business teams including Pricing, Product and Quoting.
* Developed crucial functional requirement specifications, creating detailed use cases and process flow diagrams to support functional specifications
* Conducted meticulous GAP analysis while successfully reengineering key business processes to increase operational efficiency and alignment of business unit objectives

**Tools: OWA/Exchange Server 2016, Office360, Workday HCM, RQM, MS Visio, Rally, ORACLE- SQL DEVELOPER, SNOW, JIRA, AWS, Salesforce.com, VMWare, Windows Desktop, ChromeOS / ChromeBooks**

**CPQ Business Consultant: Conference of Urban Counties. Dallas, TX**

**Oct 2017 – Mar 2018**

* Led Application Development sessions with project stakeholders to capture business rules, business processes, and system requirements for existing/legacy systems as the Product Owner (Dallas County, Tarrant County, Bell County).
* Implemented CPQ technologies such as Salesforce CPQ, Apttus CPQ.
* Led end to end QA and UAT testing and validation of CPQ including Products, Pricing and Quoting.
* Configured complete attribute based pricing and Price Matrices.
* Customized Page Layouts for Standard/Custom objects and assigned Record Types.
* Configured various Saleforce.com Standard objects like Accounts, Contacts, Leads Opportunities, Products, Price books and Cases
* Supports HR technology projects or initiatives involving Workday HCMS as a lead for functional area of expertise. Configuration responsibilities may include modifications to business processes, compensation set-up, security configuration, condition rules and notifications, payroll earnings/ deduction codes and reports
* Developing and documenting business requirements, technical requirements, test plans, and tests cases for TechShare.Court, Techshare.Jail, Techshare.Prosecution and Bond Desk solutions.
* Tracked defects and managed Defect Review Meetings where concerns are addressed par any discrepancies over defects. Linked requirements to test cases and linked defects to test cases so as to generate robust QA Testing Report.
* Coordinated and participated in web services testing, constraints verification testing, and the functional testing. Prioritized test cases, reviewed written test cases, and executed test case to meet deadlines. Tested the CPQ Integration with ERP.

**Tools: OWA/Exchange Server 2013, Workday HCS, Office360, SNOW, MS Visio, Rally, Salesforce, ORACLE- SQL DEVELOPER, JIRA, Techshare.Court, Techshare.Jail, Techshare, Prosecution, AWS, Bond Desk**

**Sr. Implementation Consultant: Purisolve Inc. Dallas, TX Feb 2016 – Oct 2017**

* Led end to end testing and configuration enhancement for CPQ and CLM functionalities.
* Tested the Apttus CPQ integration with ERP
* Identify gaps and pain points and work with the customers delivery team to design a future state solution that incorporates CPQ best practices.
* Have a strong understanding of Salesforce CPQ functionality and can clearly communicate its capabilities and limitations to customers.
* Defined Org wide defaults to resist access from users and Sharing Rules to provide access for limited users.
* Customized Page Layouts for Standard/Custom objects and assigned Record Types.
* Configured various Saleforce.com Standard objects like Accounts, Contacts, Leads Opportunities, Products, Price books and Cases
* Working with other team members in reviewing requirements via the use of Use Case Diagrams and Activity Diagrams.
* As a Product Owner, maintained backlog traffic on Epics and User Stories in an Agile environment
* Facilitating and assisting the solution selection in the decision making process, in addition to providing the necessary information to enable the business make informed decisions
* Facilitating interviews with end users to capture user requirements, business procedures, and identify system requirements
* Developing and documenting business requirements, technical requirements, test plans, and tests cases for Entellitrak tool during Sprints.
* Led the team (offshore and onshore) to review Business Assurance Strategy, Project Risks and prioritize test planning during Sprint Iteration.

**Tools: OWA/Exchange Server 2013, Office360, MS Visio, Rally,** **Entellitrak, Salesforce, ORACLE- SQL DEVELOPER, AWS, SNOW, Rational Team Concert (RTC) Client, RFT (Rational Functional Tester), and RQM (Rational requirement management) REST, SOAP UI.**

**Environment: Java, Oracle, .NET.**

**Sr. Implementation Consultant: Rent-A-Center. Plano, TX**

**Jul 2015 – Jan 2016**

* Tested Apttus CPQ integration with ERPs for Quote-to-Cash, Order-to-Cash and Quote -to-Cart
* Configured Products, Catalog, Catalog Hierarchies, Bundles, Bundles within Bundle, Pricing and Quoting, Price List across all products
* Implemented various Pricing factors like Variance Pricing, Volume based Pricing, and attribute based pricing.
* Created Workflow rules to automate Tasks, Email Alerts, Field Updates and time-dependent actions
* Led end to end testing and configuration enhancements for the Apttus CPQ and CLM functionalities
* Created Approval Process, Email Templates, Letterheads in HTML and Visual Force.
* Maintained, Created and Managed User Accounts Profiles and Security
* Generated comprehensive functional requirements for Mobile App (iPad, Android and Web OS) on e-Commerce VAN Project in an agile environment.
* Reviewed Manual and automation test scripts for Mobile Testing to ensure complete test coverage during Sprints.
* Creating Test Strategies and Use Cases on variety of Mobile App Projects (iOS and Android).
* Publishing the Daily status report and Defect triage meeting with Project team.
* Participating in Joint Application Development (JAD) sessions with project stakeholders to capture business rules, business processes, and system requirements for existing/legacy systems.
* As a Product Owner, collaborated with developers and subject matter experts to establish the technical vision and analyze the trade-offs between usability and performance needs.

**Tools: OWA/Exchange Server 2010, 2013, Office360, Cognos, SNOW, MS Visio, ORACLE- SQL DEVELOPER, Quality Center, Rational Clear Quest, Salesforce.com, Citrix Receiver, Rally, AWS, Apple-iPad, Rational Doors for requirement management.**

**Environment: Java, Oracle, .NET.**

**Mobile Business Consultant: PHUNWARE Inc. Austin, TX**

**Mar 2015 – Jul 2015**

* Managed Salesforce.com CRM application
* Implemented new enhancements including creation of custom objects, workflows, email alerts and templates and campaigns
* Setup Role hierarchy and created sharing rules to limit data visibility
* Completed bulk imports of data using Apex Data Loader
* Involved in creating targeted questionnaires and interviews for SME’s, clients and business users to gather requirements.
* Involved in Feasibility and Risk Analysis to identify the business critical and high-risk areas for mobile app for Androids flavors such as ICS, Kit Kat, Lollipop and Marshmallow.
* Worked as a liaison between business users and developers to submit requirements and changes, create user stories, acceptance criteria, clarify questions and issues.
* Utilized extensive experience for organizing and documenting requirements, preparing use cases, writing business documents and reports in Pre- Testing phase.
* System level tasks like, Uploading applications to handsets using Crashlytics for different builds versions.
* Creating user profiles on Local Point Console to test GeoFences (Entry and Exit), Announcements and Check-In.

**Tools: Xcode, Eclipse, MonkeyTalk, VMWare, Saleforce.com, SNOW, Crashlytics, Confluence, Cognos, Postman, Charles Proxy, GIT, WIKI, JIRA, Source Code, MySQL DB, REST, SOAP UI.**

 **Environment: Java, J2EE, HTML, XML, .NET, Oracle.**

**Mobile Business Consultant: Texas Capital Bank.**

**Richardson, TX Oct 2014 – Mar 2015**

* Configured Products, Catalog, Catalog Hierarchies, Bundles, Bundles within Bundle, Pricing and Quoting, Price List across all products
* Configured PLI with Charge Types/Criteria combination for all Products and Services
* Tested CPQ Integration with ERP
* Led end to end testing and configurations enhancement for CPQ and CLM functionalities
* Configured attributes based on Pricing and Price Matrices
* Implemented various Pricing factors like Variance Pricing, Volume based Pricing, and attribute based pricing
* Configured Products, Catalog, Catalog Hierarchies, Bundles, Bundles within Bundle, Pricing and Quoting, Price List across all products
* Coordinating and modifying user requirements in terms of existing and projected capacity and capabilities
* Facilitating and assisting the solution selection in the decision making process, in addition to providing the necessary information to enable the business make informed decisions
* Facilitating interviews with end users to capture user requirements, business procedures, and identify system requirements
* Interacting independently with clients of various associates or managerial levels regularly to gather and analyze business requirements, interpret business needs and issues, in order to design solutions that will solve technical and business problems utilizing different tools and processes to streamline the teams development activities

**Tools: OWA/Exchange Server 2007, 2010, 2013. Office360, Cognos, Fogbugz, MS SQL Server 2008, Salesforce.com, SNOW, Quality Center, Xcode, Eclipse, Empower, MonkeyTalk, SOAP UI 3.0**

 **Environment: Java, J2EE, HTML, XML, .NET.**

**Business Consultant: Think Finance Inc. Addison, TX**

**March 2014 – Aug 2014**

* Confer with credit association and other business representatives to exchange credit information.
* Complete loan applications, including credit analyses and summaries of loan requests, and submit to loan committees for approval.
* Generate financial ratios, using computer programs, to evaluate customers' financial status.
* Review individual or commercial customer files to identify and select delinquent accounts for collection.
* Compare liquidity, profitability, and credit histories of establishments being evaluated with those of similar establishments in the same industries and geographic locations.
* Consult with customers to resolve complaints and verify financial and credit transactions.
* Participated in the Sprint Dev. walkthroughs, Stand ups, and assessment meetings.
* Cooperated and liaised with development group to resolve the difficulties came across in a test execution. Reviewed defects Status, Disposition as well as Severity in other to prioritize defect management.
* Led the team to review Business Assurance Strategy, Project Risks and prioritize test planning during Sprint Iteration.

**Sr. Business Consultant: ZixCorp Dallas, TX Apr 2012 – March 2014**

* Creating Test Strategies and Use cases on variety of Mobile App Projects (iOS and Android).
* Working closely with offshore team on the daily tasks (5 team members)
* Publishing the Daily status report and Defect triage meeting with Project team.
* Reviewing the Test Results for the applications tested at offshore.
* Communicating the test results to the Client and stakeholders.
* Prioritizing the defects found in testing using Defect Triage Meeting

**Business Consultant: JPMorgan Chase Bank. Lewisville, TX. Sep 2011 - Mar 2012**

* Created qualitative Use cases for API testing of Web based/e-commerce applications and systems in an agile methodology environment for mobile app.
* Analyzed functional requirements to determine software testing requirements, developed test plans and acceptance criteria to support Dev/QA on mobile device testing (iPhone, iPad and Android).

**BA/QA Analyst: Capital One Bank. Plano, TX. May 2010 – May 2011**

* Audited Business & functional necessity documents (Requirements, BRDs and UACs) and created test scenarios from them. Created Test Data during Test Planning for smooth Test Execution.
* Implemented test-plans and test-cases built on high-level and detailed design. Uploaded test cases to Quality Center from Excel and linked Requirements to test cases. Generated weekly QA Report for management review.
* Broadly done manual testing, constraints verification testing, and the functional testing. Prioritized test cases, reviewed written test cases, and executed test case to meet deadlines.

**QA Analyst: Flowserve Corporation Irving TX Jan 2008 – Jan 2010**

 Designed and updated high quality test strategies and plans for an e-commerce based application under an agile methodology.

 VBScript validations for web pages. These included pop up text boxes, disable form elements based on a condition, date validation, currency validation, Display of Error Messages etc.

**EDUCATION**

 Fall 04 - May 07 Grambling State University, Grambling, LA. Master’s in Public Administration.

**Specialization:** **Human Resource Management (GPA: 4.0)**

 1993-1998 Ahmadu Bello University Zaria, Nigeria: B.A. Geography.

**TRAINING/CERTIFICATION**

 Quality Assurance Training; July 2001 – Dec 2001 Leader Consulting Inc. Abuja, Nigeria

 Web Programming Certification; Jan 2001 – May 2001 NIIT Abuja, Nigeria.