

# Ankit Yadav

## Profile Overview



**Senior Software Engineer at  
Accenture**

**+91 7043222611  
ankitime26@gmail.com**

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I have 5+ years of IT experience and working as a Senior Software Engineer in Accenture Solutions. I have good knowledge on Apttus(QTC/CPQ/CLM/X Author). I am experienced in Apttus and Salesforce configuration.

I hold Bachelor of Technology (B.Tech.) from Rajasthan Technical University. Kota.

## Technical Experience

- **Configuration:** Apttus configuration(CPQ, CLM, , Apttus Approval Process, Asset Management, Order Management, SFDC configuration (Salesforce CPQ, Sales process, Custom label, Validation rules, workflows, Field sets, Approval process, Record Type, Page layout, Profile, Permission set, etc.)
- **Tools:** Apttus x Author for Contacts, Apttus X Author for Templates, Apttus X Author for Excel, CLM, Apex data loader , Workbench.

## Skills / Certifications

### RELEVANT SKILLS

- Salesforce
- Apttus QTC suit
- Apttus CPQ
- Apttus CLM
- Apttus X Author(Contacts/Template/Excel)
- Salesforce CPQ

## Job Experience – Relevant extracts

### **Apttus CPQ and CLM Implementation – US based client (Sales): Sep 2018 to till date**

- Solutioning optimized Contract Life Cycle Management(Agreement and templates), versioning, clauses, term exception, merge fields, smart fields, etc.
- Solution of Configure price Quote, pricing model, product bundling and categorization, Price rule and matrices, attributes and constraint rules, etc.
- Approval process, sub and child process, Approval rule Cart based approvals.

### **SFDC CPQ Implementation – (Internal, PMO): March 2018 to September 2018**

#### **Role and Responsibilities :**

- Collaborating with different stakeholders for new SKUs and solution the configuration of salesforce CPQ products and conduct the governance call.
- Solution and configure the SKUs(standalone, bundle, option, product option, configured SKU, configuring SKU)
- Pricing model of the SKUs(List price, block price, range pricing, pricing rules, subscription pricing, etc.)

### **Entire Apttus Implementation – US based client (Sales): July 2016 to March 2018**

#### **Role and Responsibilities :**

- Gather and analyze business requirements for system changes and enhancements regarding Apttus CPQ and CLM
- Work with teams to solution more robust and optimized solution using OOO functionalities of Apttus CPQ and CLM.
- Solutioning the Products configuration, Pricing model(Pricing rule, product rules, price matrices, Apttus field expressions Price list) in Apttus CPQ
- Apttus Approval process, child process, sub process. Approval matrices. Term exception approvals.
- Customize databases: create new fields, workflows, page layouts and complex formulas
- Implement security (Profile, Permission set, Sharing Rules ) for salesforce instance.

### **SFDC Implementation – US based client (Sales): June 2015 to June 2016**

#### **Role and Responsibilities :**

- Customize databases: create new fields, workflows, page layouts and complex formulas
- Implement security (Profile, Permission set, Sharing Rules) for salesforce instance.
- Implemented approval process based on business requirement.
- Set up role hierarchy and user creations.