Santhiya Durai

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Career Summary

- Having 2 years of experience in Salesforce Administrator CRM Platform and Salesforce Apttus CPQ Platform involved in various stages including Requirement Analysis, Development, Testing, Deployment and Support Projects.
- A good team player with strong Analytical and Problem-Solving skills.

Profile Summary (Salesforce Administrator)

- Hands on Experience in creating Custom Objects, Custom Fields, Page Layouts, Custom Tabs, List Views, Record Types and various other components as per the client and application requirements.
- Created Formula fields, Validation rules to maintain the quality of the data.
- Created Workflows and Process Builder for triggering the function.
- Created Email Templates and Email Alerts for the automatic mail replies.
- Have created the Apex Classes and Test Classes based on the client requirements.
- Worked with bulk insertion and export using SOQL query through Salesforce Data Loader and Workbench.
- Have knowledge in creation of Salesforce Lightning Pages, Approval Process.
- Worked on end to end deployment using Change Sets, Salesforce ANT.

Profile Summary (Salesforce Apttus CPQ)

- Created Products, Price List Item, Category, Attributes, Rules, Price Matrices and many components based on the client requirement.
- Experienced in analyzing the issues, development, and testing in the Salesforce Apttus CPQ technology.
- Having knowledge in the CPQ flow and CLM flow.

Academic Profile

- B.E (EEE), Government College of Engineering, Salem, Tamil Nadu in 2017.

Work Experience

- Working as Software Engineer in Tech Mahindra, Bangalore from May 2018 to till date.

Skill Set

Salesforce Technologies	Apex Language, Lightning, Test Class, Basic knowledge of Triggers
SFDC Tools	Data Loader, ANT, Workbench
Operating System	Windows 10
Languages	Basics of Java, SQL
Web	HTML, CSS

Project

Apttus CHC || 2019 April – Present

Organization	Tech Mahindra
Client	APTTUS
Role	Team Member
Team Size	7
Tools	Salesforce Sales Cloud & Salesforce Apttus CPQ
Environment	Salesforce Sandbox & Production Domain

Project Description:

Apttus is a quote-to-cash software provider that drives important business processes between a potential buyer's purchase and the revenue realization. It is also the Organization dealing with leading Configure Price Quote (CPQ) software and Contract Management software.

The following are the reasons that one can accredit for Apttus being the market leader:

- It provides very strong product offerings to its customers

- It is the leader in the Quote-to-Cash line of business

- Provides a very rich Configure Price Quote (CPQ) functionality

- It has a very great market presence because of its successful product line

- It is committed to innovation that leads the market in its future

Apttus CPQ (Configure Price Quote) is the sales tool from the Apttus line of product offerings which are designed to serve the sole purpose of providing reliable and accurate quotes in real-time. This not only helps the companies to gain this information but also enables Sales teams with cross-sells. With the Apttus CPQ tool, organizations gain better leads into their newer sales, and cross-sells and sale cycles are quadrupled as well.

Responsibilities

- Analyzing the issues given from the client end to end and provide the required solution to them.
- Worked in Product, Price List, Category, Attributes, Attribute Rules, Pricing Rules, Constraint Rules, Visibility rules and Price Matrices creation
- Worked on configuring the Products and Features.
- Having hands on experience in creation of Approval Process, Search Filters and Approval Rules.
- Basic knowledge on X-Author Word and Excel.
- Experienced in creating the Custom Objects, Custom Fields, Page Layouts, Record Types, List Views and more components.
- Created Formula Fields, Validation Rules, Workflow Rules and Process Builder to enhance the quality of the requirement.
- Hands on experienced in Data Migration and Deployment through Change Sets and Salesforce ANT.
- We have implemented Field and Record level security for different users at different levels of Organization
- Created various Profiles and configured the Permissions based on Organization hierarchy.
- Worked on various salesforce.com Standard objects like Accounts, Contacts, Lead, Reports & Dashboards.
- Worked on Apex Classes, Triggers , Visual force and Lightning Components.
- Worked on Apttus CLM things.

Personal Details

Name	: Santhiya Durai
DOB	: June 12, 1996
Father's Name	: Durai
Permanent Address	: 5/89, M.Vetrapatti, Morappur Po, Harur Tk, Dharmapuri - 635305
Passport No	: R9815671
Marital Status	: Single
Languages Known	: English, Tamil

Declaration

I do hereby declare that all the information furnished above are true to the best of my knowledge and belief.

Place: Bangalore

Date: 10-Mar-2020

(Santhiya Durai)