

SHASHANK MISHRA

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Organization	Experience	Role	Domain
Talend (Joined Sep 2022)	1 month	Senior Salesforce CPQ Developer	QTC / Subscription
Accenture (Joined Dec 2017)	4.9 years	Salesforce CPQ/Conga CPQ Consultant	QTC / Retail / Subscription

Salesforce Certifications (6x)

- Salesforce CPQ Specialist
- Salesforce Sales Cloud Consultant
- Salesforce platform Developer 1 & Platform Developer 2
- Salesforce ADM 201
- Salesforce Platform App Builder

Role and Responsibility

- **Leading Low/Medium Devices Client** – Responsible to provide overall design of the Conga CPQ/Composer project. Effectively managed the sprints and story points estimation for each story. Conducted sprint planning sessions and cutover for all country rollouts. Visited multiple client locations in Europe and worked closely on overall requirements.
- **Leading Water Softener of UK** – Conducted workshops for client and did the complete requirement gathering. Designed End to End Salesforce CPQ solution for client. Worked on various modules of CPQ including Guided Selling, Product Bundles (Static & Dynamic), Amendments & Renewals.
- **Leading Subscription Software Client** – Responsibility of implementing different CPQ Price Waterfalls. Worked on custom scripts like QLE which provided functionality of price protection. Gave functional demos and training to approx. 100 power users. On client side in Ireland, managed users during all 5 UAT's and provided production support.
- **Leading Motors & Turbines Client** – Responsibility of implementing Pricing and Product data model. Created different quote document with localization in different languages. Flows/Process builder to update salesforce objects. Provided functional demos to clients about the overall functionality build including End to End Order transaction between salesforce and SAP.

Technical Skills

- Salesforce CPQ/Sales Cloud, Apttus/Conga CPQ, Apex, Batch Classes, Triggers, SOQL, Process Builder, Flows, Lightning Aura Components, VS Code, Deployment using CI/CD pipeline, GIT, Data Migration with Data loader.

Functional/Consulting Skills

- Preparing demos on Salesforce CPQ/Sales cloud platform for clients and making them aware about the OOTB offering from salesforce.
- PPT's for UAT training, Functional Documentation of Requirements, Managing SCRUM calls for sprint development and engaging with clients after each sprint for sprint's accomplishment and to discuss upcoming sprint's target.

Education Qualification - Completed Bachelor of Engineering in Information Technology with aggregate 7.51/10 in 2017.

Personal Skills/Hobbies

- Indian Classical Music and Learning about Hinduism.
- Learning new things in Physics and Mathematics.