

 **Nithin**

 **Senior Salesforce LEAD CPQ**

 **Email:** nithincpq@gmail.com

 **Phone:** +1 720-688-5890

A dynamic professional with 8.4 years ofexperience as a Salesforce Lead Business Analyst/Product Owner with good knowledge on Administration and Salesforce CPQ, Apttus CPQ/CLM.

Experienced in Agile/SCRUM Methodology spanning various phases of Software Development life cycle with focus on Salesforce.com CRM, Custom and Enterprise. Participate in Pre-Sales activities such as Discovery, Scoping and Solution to provide estimates for the project implementation.

* Acted as a Consultant on various projects related to Salesforce admin and CPQ projects and worked with the solution architect and Business Analyst to translate the customer requirements into an implementation.
* Worked on data loading for salesforce CPQ projects.
* Prepare project documentation such as Functional Specification documents, Solution Design Document, UAT Training Guides etc.
* Experience in gathering requirements and creating Business Requirement Documents and converting them into User stories.
* Proficiency in using different data tools – Apex Data Loader, Jitter bit, ETL Tools, Import Wizard, SFDC Data Export, and Mass Delete.
* Hands on experience in code deployments through change sets, AutoRabit from Dev. sandbox to Production.
* With strong expertise in the lead-to-cash process covering sales management, CPQ (configure, price and quote), customer service, and project management, order management.
* Hands on experience in working with features like Workflow Rules, Validation Rules, Process Builders, Formula fields, lightning Flows, Custom objects, Junction objects, Reports, Dashboards.
* Worked with Apttus CPQ/CLM tool, Adobe E-signature Integration, Click tools, Copado.
* Knowledge on Apex Triggers, Apex classes, batch classes, API Integration.
* Implemented an end-to-end process from lead generation to order booking resulting in 80% Faster and more accurate Quote Generation with simplified Product Selection Rules and Guided Selling Motions.
* Mentoring & training for excellence in execution

**Technical tools:**

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| **OS** | Windows and Linux Flavors. |
| **Database** | Basics of SOQL and SOSL |
| **Testing** | Functional Testing, UAT. |
| **Salesforce Configuration** | Custom Objects & Apps Creation, Layouts, Workflows, Validation rules, Custom Settings, Users, Profiles, Roles, Reports, Sandboxes, Chatter, Service Cloud, Approval Process and Outbound messages. |
| **Salesforce Deployment** | Change Sets |
| **Salesforce Tools** | Apex Data Loader, Developer Console, Workbench, Salesforce CPQ. |

**Certifications**

Certified Salesforce.com Administrator (ADM 201) #2180051.

Certified Salesforce.com Advanced Administrator (ADM 211) # 8982033.

Certified Salesforce.com Platform Developer 1# 16946889

Certified Salesforce.com App builder#16937545

Certified Salesforce.com Service Cloud Consultant#18833377

Certified Salesforce CPQ Consultant

Certified Salesforce Sharing & Visibility Architect

Certified Salesforce Business Analyst

**Experience**

**Client: LTI MINDTREE, GA NOV 2021 to Till Date**

**Lead consultant Salesforce CPQ**

**Roles and Responsibilities:**

* Configured Products, Bundles, Bundles within Bundle, Price Lists across all products.
* Various pricing factors like variance pricing, volume-based pricing, attribute-based pricing has been Configured.
* Configured the complete attribute-based pricing and Price Matrices.
* Implemented product rules and price rules as per the business requirements.
* Created Quote templates as part of quote generation.
* Involved in end-to-end QA and UAT testing and validation of CPQ including Products, Pricing, quoting etc.
* Created Flows to automate Tasks, Email Alerts, Field Updates, time-dependent actions.
* Created Approval Processes, Email Templates in HTML to maintain, create, and manage user accounts, profiles, and security.
* Defined Org wide defaults to restrict access from users and Sharing Rules to provide access for limited users.
* Customized Page layouts for Standard/Custom objects and assigned Record Types.
* Worked with various salesforce.com Standard objects like Accounts, Contacts, Leads, Opportunities, Products, Price books and Cases.
* Implement new enhancements including creation of custom objects, workflows, email alerts and templates and campaigns.
* Maintain multiple user roles, security, profiles, and workflow rules.

**Client: Micron Technology FEB 2019 to Nov 2021**

**Salesforce Lead BA/Consultant**

**Brief Description:** Data Solutions- expressed is a product, in which the users reach out to customers explaining about their product and tracking their details who are interested in buying. The product and subscription details are stored in an external system called EDX.

**Roles and Responsibilities:**

* Worked with Architects on designing process and gathered requirements from the stakeholders and walk through the existing business model.
* Created custom objects, custom Fields, validation Rules, record types, field dependencies, formula fields and various relationships of business objects.
* Discussed regarding data sync from EDX to Salesforce and the connection through Informatics which has the source (Staging) data base as EDX.
* Created Junction objects to meet the requirements and worked with developers to implement the complex Batch class to create/update the parent records in Salesforce.
* Created Roll up summary fields on master object to get the count from child.
* Worked as Release Manager for the Sprints and take of care of the support tickets which are escalated by tier 2 team.
* Working with the Sales operations Team supporting Sales Process of S&P global.
* Working on the Renewals & Proposals Parts.
* Keeping sync between the legacy System and Salesforce CRM for the new Orders.
* Efficiently working on the Salesforce Apttus Tool, Orders & Contracts, Proposals, Price books and Renewals of the Quotes.
* Worked on the Financial planning of the upcoming fiscal year involved in Territory Planning and Forecasting for the quarter.
* Updating the new orders & contracts in salesforce from Oracle Net suite.
* Making a smoother process for S&P global Sales reps to have 7 free Quoting and pricing experience.
* Worked on Quote to Cash Implementation for S&P global Ratings.
* Worked on Architecture Design and Solution's for Integration between salesforce and legacy systems.

**Client: S&P Global Market Intelligence**

**Salesforce Business Analyst ll Jan 2018 to Feb 2019**

**Roles and Responsibilities:**

* Maintained and customized Salesforce.com scopes such as users, roles, profiles, groups, accounts, contacts, record types, sharing rules, custom objects, pick lists and page layout customization to support vital business functions.
* Developed complex reports and dashboards for all team functions on both management and individual levels.
* Created detail page report links to access record specific reports.
* Created custom objects and fields for business requirements.
* Added validation rules to provide data integrity across the systems.
* Created custom objects, custom Fields, Validation Rules, record types, field dependencies, formula fields and various relationships of business objects.
* Maintained and developed custom objects to build new application functionality and tabs in the Salesforce.
* Performed Functional and Regression Testing.

**Client: Solunus, Inc Aug 2014 to Dec 2016**

**IT Software Engineer-Salesforce**

**project Description:** Since its founding in 1993, Creative Materials Corporation has exclusively focused on supplying architectural tile, brick, stone, and other related building materials to the commercial construction industry. Through our architecture design and National account divisions, Creative Materials partners with industry- leading architecture firms, developers, and corporate multi-unit brands to assist with specification and supply of tile, brick, and stone materials.

**Roles and Responsibilities:**

* Involved in CRM processes like Design, development, planning, testing of Salesforce.
* Designed, Setup and maintained Standard objects, Custom Objects and Junction Objects.
* Structuring User Roles, Security and Profiles, Workflows, Process builder.
* Worked on Time-Dependent Workflows (Email Notifications, Tasks).
* Creating custom objects, custom Fields, Validation Rules, field dependencies, formula fields and various relationships of business objects.
* Managed Multiple Sandbox Environments.
* Created custom setting, Roles, Profiles, Queues and Groups, OWD and Reports.
* Created and Updated Users, Reports and Dashboards to track Pipelines/Stages for Management Visibility.

**Education:**

**CVR College of Engineering,** JNTU - Hyderabad in 2014