

HARISH KUMAR

Consultant
Hoonar Tekwurks

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Professional Summary

Salesforce CPQ

- Having 3 years experience in **quote to cash** functionality such as **Opportunities Product configuration ,product rules, pricing rules, Quote order and contracts.**
- Working knowledge on **Product and service configuration, pricing rules, defining product bundle structure, dynamic bundles, constraints rules and option constraints.**
- Worked on Salesforce CPQ(Steel Brick) pricing such as **cost/markup, percent of total, block price rules, filter rules, system and user discounts ,volume based pricing and attribute based pricing.**
- Implemented **pick list, dependent pick list, lookup junction, master detail relationship, formula field** on Custom object.

Salesforce

- Designed, setup and maintained Salesforce **standard objects, custom objects and junction objects**, while also structuring **user roles, security profiles and workflow rules.**
- Developed **reports, dashboards**, and processes to continuously monitor data quality and integrity.
- Automating business process using **flow builder** and **process builder.**
- Security Implementation and **Sharing Rules** at **Object Level, Field Level and Record Level** for different Users at different levels of Organization.
- **User Management - Profiles, Role, Role Hierarchy and Permission Sets**; Maintaining security and data.
- Experience implementing Salesforce configuration changes including **Page Layouts, Fields, Record Types, Custom Settings, Assignment Rules, Approval Processes, etc.**
- Worked on **Public Groups, Queues, Role hierarchy, tasks and Events, Email alerts and templates.**

Siebel

- Proficient Experience on **Siebel Product Configuration, Siebel Product Development , Siebel CRM, Siebel Pricing , Catalog Pricing and Product Constraints.**
- Experience in **Product Lifecycle, Business Modelling, Solution Estimations Methodology and RODOD methodology.**
- Excellent **Product Development concepts** and **Order Management Flow.**
- Worked on **Production** for **BAU deliveries.**
- Involved in phases of Software development life cycle like **Design, Requirement analysis,Development/Implementation, Testing and Product Deployment.**
- Hands on knowledge on **Flat Files, Excel and Oracle SQL Server.**
- Direct **Client** interaction.
- Worked on **Production Support** for 3 Years

Technical Skills

- **Database:** SOQL, SQL Developer.
- **Software:** Visual Studio, Eclipse, Shell Scripting, MS office.
- **Technologies:** **Salesforce Admin, Salesforce Developer, Oracle Siebel CRM, Siebel Product Configuration, Remedy/Jira.**
- **Web-Technologies:** XML and HTML.
- **Others:** Data Management, User Management.

Industrial Experience :

Hoonar tekwurks (1 Years 10 Months)

Project Name: Vodacom (Vodafone SA)	Designation: Consultant
Period: January 2022 – Till Present	Environment: Salesforce CPQ, Salesforce Admin, Siebel Product Configuration

Roles and Responsibilities:

- 1.8 Year of Experience in Salesforce CPQ, Salesforce Admin for Vodacom.
- Worked with **quote to cash** functionality such as **Opportunities Product configuration ,product rules, pricing rules, Quote order and contracts.**
- Working knowledge on **Product and service configuration, pricing rules, defining product bundle structure, dynamic bundles, constraints rules and option constraints.**
- Designed, setup and maintained Salesforce **standard objects, custom objects**also structuring **user roles, security profiles, workflow rules**, created and updated users, **reports and dashboards.**
- Automating business process using **flow builder** and **process builder.**
- Managing **Roles, profiles, access, workflows rules and user management.**

Accenture Solution Pvt. Ltd. Pune (4.1 Years)

Project Name: Vodafone NewCo (UK)	Designation: Application Development Analyst
Client: Vodafone UK	Period: November 2017 – December 2021.
	Environment: Salesforce CPQ, Salesforce Admin, Siebel Product Development, Siebel Product Configuration

Roles and Responsibilities:

- Experience in **quote to cash** functionality such as **Opportunities Product configuration ,product rules, pricing rules, Quote order and contracts.**
- Working knowledge on **Product and service configuration, pricing rules, defining product bundle structure, dynamic bundles, constraints rules and option constraints.**
- Worked on Salesforce CPQ(Steel Brick) **pricing** such as **cost/markup, percent of total, block price rules, filter rules, system and user discounts ,volume based pricing**
- Proficient Experience on **Siebel Product Configuration, Siebel Product Development , Siebel CRM, Siebel Pricing , Catalog Pricing and Product Constraints.**

Certifications and Achievements

- **1 x Salesforce Administration Certified**
- **1 x Salesforce Platform Developer**
- **Trailhead: Mountaineer**
- **Got awarded with Delivery Hero and APEX Award** in Accenture.

Education Qualifications

DEGREE	INSTITUTION/BOARD PERCENTAGE / CGPA	YEAR OF PASSING	
B.E (Computer Engineering)	SKNSITS Lonavala (SPPU)	2017	62%
XII	Kendriya Vidyalaya R.H.E Pune	2013	66%
X	Kendriya Vidyalaya R.H.E Pune	2011	8.6 CGPA

Personal Information

- **Hobbies and Interests**
Playing Football, Listening to music, Photography.
- **Languages:**
English, Hindi and Marathi.
- **Address:**
H101, Splendid County, Lohegaon, Pune -47.

Declaration

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Date:

Place: Pune

Harish Kumar