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| A person standing posing for the camera  Description automatically generated |

 |  | PRAGATHI B VSalesforce CPQ DeveloperAddress 1044, S H Layout, KavalbyrasandraDr AMC road, R T Nagar post, Bangalore - 560032  CONTACTPHONE:+919538368427EMAIL:pragathi.bv@gmail.comPROFESSIONAL CERTIFICATION/ TRAININGSSalesforce Admin 201 CertifiedApttus 201 CPQ Product Certified Level 1Copado Certified AdministratorServiceMax 101 & 201 ADM CertifiedPros CPQQuoting 101 Overview E-LearningQuoting 201 CPQ Structure E-LearningQuoting 310 Quote Modeling and Deployment Instructor-LedQuoting 320 Product Portfolio Design Instructor-Led. |
| PROFILE* 2+ years of total IT experience starting from 2017 in L&T Infotech, Bangalore in Designing, Integration, Developing in Salesforce and MS Dynamics.
* Relevant 2+ Years of experience with CPQ implementations and project Delivery I.e. Pros. Smart CPQ, Salesforce CPQ and Apttus CPQ.
* Working as a Functional and Technical Consultant for Larsen And Toubro Infotech, Bengaluru.
* Good knowledge ongoing Market Leading CPQ e.g. Apttus, Pros and Salesforce CPQ & Billing management.

Also carry excellent communication, presentation and interpersonal skills.Hobbies* Origami
* Dancing
* Sketching
* Love to experiment and learn from it
 |  | Skills summaryDomain Cloud AppsProgramming Languages/Platforms/Tools/PackagesCore Java, Salesforce, Dynamics CRM 365, CPQ, Docomotion, Docusign, Conga Composer, Zhypyr tool.**CPQ**Apttus CPQ, Pros CPQ, Salesforce CPQ & Billing management**User Interface**Visualforce, HTML, CSS **Configuration**Workflow Rules, Lightning Process Builder, Record Types, Page Layouts, Field Sets, Approval Process, Email Alert, Order management, Advance Approvals, Payment Gateway.**Deployment Tools**Developer Workbench, Apex Data Loader WORK EXPERIENCE**Salesforce CPQ POC – CISCO**Start Date- End DateApril 2020 – OngoingProject DescriptionManufactures and sells networking hardware, software, telecommunications equipment and other high-technology services and products.Roles and Contribution* Working as one of the Technical resource to understand and map the requirement in Salesforce CRM.
* As a team member, involved in building some of the functionalities like Auto Translation of the org, Enablement of Multi currencies and automatic pull in of the global rates on daily basis, Catalog structure along with defining the prices and in defining the Subscription based products.

**PROS CPQ Projects** Start Date- End DateOctober 2019 – March 2020Project DescriptionHad been part of various PROS projects like Trimac, Waste management and Pearson.Roles and Contribution* Played different roles like as a developer and also in the Testing area in order to meet the business needs.
* Involved in configuring and setting up the Quote model in the CPQ system to the CRM platform.
* Building the Macros.
* Performing the testcases and documenting the complete flow test information in the Zhypyr tool for the further.

PROS CPQ POC Project Start Date- End DateAugust 2019 – October 2019Project DescriptionSwedish manufacturer of commercial vehicles – specifically heavy trucks and buses.Roles and Contribution* Had played a major role in integration between PROS CPQ and MS CRM.
* Adapt in all phases of project development from concept through realization.
* Configuring the mapping in – Out functionality, setting up of the flow, integration of e-Signature tool, Generation of Quote template, Auto triggering of Email alerts.
* Worked on workflow configurations includes creating Product catalogs, Cart page, Business property sets, BRC, Form property sets, Mapping fields configuring it with the MS Dynamics CRM.

Salesforce CPQ POC ProjectsStart Date- End DateApril 2019 –August 2019Project DescriptionHad worked on various Salesforce CPQ i.e. for Aerial work platforms, Cranes, Construction, Material handling and material processing. Roles and Contribution* Worked as a Configurational Developer, helping in building the

Complete product catalog along with defining the prices to it.* Integrated Subscription part on the products and Guided selling.
* Configuration of one of the e-signature tools i.e. Docomotion for both send the Document template as well as taking the customer’s consent electronically.
* Creation of Product rules, Pricing rules, Discount schedule based on the requirement.
* Custom development as per the requirement.

PROS – Fire protection & security systems Start Date- End DateJanuary 2019– April 2019Project DescriptionCreating Proof of Concept (POC) as per business requirement esteemed process of Fire & Safety operations.Roles and Contribution* Working as a Technical consultant to understand and map the technical requirement in Microsoft Dynamics CRM.
* As a team member, involved in developing the POC for Fire protection & security systems based on the used cases and demo.
* Experience on Dynamics CRM Email template creation.
* Worked on quote creation process.
* Worked on the DocuSign part as well as on the World pay Integration to the CRM Org.
* Hands on experience on custom field and button creation on Dynamics CRM Platform.
* Involved in creating webpages and mapping the out of box configuration.
* Worked on PROS CPQ workflow configurations Includes creating Product Catalogs, Cart Page, BRC, Configuring it with MSD CRM.

 WORK EXPERIENCE**Philips – Apttus CPQ**Start Date- End DateMay 2018 – January 2019Project DescriptionData Migration from Siebel CRM to Apttus CPQ in Salesforce CRM.Roles and Contribution* Worked as a Configurational Developer, helping in data loading using data loader.
* Hands on experience on implementing required constraint rules on the products.
* Working on the X-Author Excel in order to load the products in the required CRM.
* Worked on Globalization and localization migration of data.
* Involved in configuration of Workflows and Rules, Collaboration and Approvals, Mapping the location, Commission calculation and in creation of custom button.

**CPQ POC – Fire & Safety Business** Start Date- End DateJanuary 2018 –May 2018Project DescriptionCreating Proof of Concept for proposal generation process of a Global Major in Fire & Safety operations.Roles and Contribution* Working as a technical as well as functional consultant to understand the client requirement and developing the technical functionalities.
* More as a technical team member, involved in developing the POC for CPQ configuration, based on the used cases and demo.
* And involved in Business blueprinting documentation to capture the business process mapping and gap analysis.
* CPQ configurations Includes product, master data setup, pricing and batch jobs maintenance
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 **EDUCATION & CREDENTIAL**

 Bachelor’s in Computer Science engineering , July 2017