**VENKATA SIVA BANDA**

**SUMMARY**

* **6x** Salesforce certified professional having 3 years of experience in Salesforce CRM Configuration and Customization, Salesforce CPQ Configuration, enthusiastic teammate with best presentation, and interpersonal skills who can also work independently in a challenging, cross-platform environment.
* Working exposure with business partners to realize the full capabilities of Salesforce.com CRM to meet the business requirements and implement efficient workflows.
* Knowledge on Sales Cloud and Custom AppExchange applications.
* Expertise in data migration using Apex Data Loader, Cloudsync and Import Wizard.
* Hands on experience in sharing models like customizing OWD settings, creating Profiles, Field Level Security, Permission Sets, Field Sharing Rules and Manual Sharing.
* Experienced in all administrator functions including User Account Maintenance, Reports, Dashboards, Workflow.
* Experience in customizing standard objects like Accounts, Leads, Contacts, Opportunities, Cases and Campaigns as per the requirement.
* Expertise in creating tasks like Roles, Profiles, Email services, Page layouts, Record Types, Workflow Alerts, Actions, Validation Rules and Approval processes.
* Hands on experience in creating Query Templates, Template Insertion, Merge fields, Document output formats.
* Good knowledge in creating Standalone and Bundle products, defining product hierarchy, creating Product Catalog, Price List.
* In-housedevelopment of the smart import application that imbibes artificial intelligence and integrates the logic to the salesforce instance, thereby achieving the result of third-party contract execution.
* Experienced in check in templates into the system using X-Author.
* Extensive knowledge in Salesforce.com Sandbox and Production environments.

**EDUCATION**

* Master’s in Information Systems Security, Kentucky, USA  **Jan’18 -** **May’19**

**CERTIFICATION**

|  |  |
| --- | --- |
| **SALESFORCE** | Certified CPQ Specialist |
| Certified Sales Cloud Consultant |
| Certified Advanced Administrator |
| Certified Platform Developer I |
| Certified App Builder |
| Certified Administrator |
| **CONGA** | Contracts for Salesforce Administrator |
| Composer |
| Sign |
| **AUTOMATION ANYWHERE** | Certified Advanced RPA Professional (A2019) |

**WORK EXPERIENCE**

**Company: Cloudely**

**Clients: Elasticsearch, Infoworks, Cirrus, APA, Couchbase, NorthStar Orion, Human Good**

**Position: Salesforce Administrator/Software Engineer**

**Sep 2019 – Current**

**Responsibilities:**

* Involved in Apttus CPQ requirement analysis, design, development, testing and implementation of the application.
* Driven discovery sessions, in gathering business processes from legal teams, Configured Apttus CLM, Apttus CPQ and Billing applications on SFDC platform.
* Worked on Integration of salesforce with Apttus contract management, Apttus CPQ and Billing.
* Created Reports and Dashboards according to the business requirement.
* Designed and developed Visual Force pages based on the business requirements.
* Involved in creation of Apex Classes, Apex Triggers for various functional needs in the CPQ application.
* Configured profiles, roles, Users, Permission sets, Record Types, Page Layouts, Search Layout, Field level Security, Custom tabs, Validation rules, Formula fields, workflows, Approval process, Process Builder, Reports and Dashboards and tested the application in QA environment.
* Worked on Query templates, Document output format, Templates, Price Lists, Categories, Product Configuration, Products, Cart Configuration, Options, Bundles, Wizards, Attributes and Agreement Rules.
* Worked on DocuSign and Adobe Sign for online electronic signatures, data of profiles, roles and assigned the profiles as per the business model developed.
* Created Custom Reports, Standard Reports, Reporting Snapshots and Dashboards for standard, custom objects based on the client requirement.
* Developed and scheduled batch jobs to implement renewal opportunity and quote functionality for use cases of Business process.

**Environment**: Salesforce.com, Force.com, Apttus CLM, Apttus CPQ, Apttus Billing, X-Author, Apex Data Loader, Workbench, Eclipse IDE plug-in, Workflows, Salesforce Approvals, Process Builder, Validation Rules, Reports, Dashboards, Email Notifications, Templates, page Layouts, SOQL.

**Company: Arrin Systems LLC, USA**

**Position: Freelance SFDC QA Intern Mar 2017 – Nov 2017**

**Responsibilities:**

* Interacted with various business areas to gather requirements and develop data model to suit complex business needs.
* Administered Salesforce.com SFA setup, which involved modifying roles and profiles, creating/modifying dashboards/reports and managing users.
* Created use case scenarios, custom workflow and business logic.
* Provide periodic testing reports which include test cases that were executed, defects solved and responded to the project team members.
* Manage traceability between requirements and test cases.