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| kkVIGNESH SESHADRI+91-8124228120  vignesh9404@gmail.com*Pleasing youthful personality with a zest for life and knowledge of managing expectations and conducting industry analysis by building functionalities & features, in interaction with the client;**targeting assignments in salesforce CPQ with an organization of repute in IT sector**Location Prefernce: Chennai, Bangalore and Comibatore*

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| Core Competencies  | Soft Skills  |
|  | Salesforce, CPQ Devlopment, CLM Business Analyst, Data Scientist

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| Business Research, Consulting and Analytics  |
| Escalation ManagementData Evaluation & Management Requirement Gathering  |
| Customers Relationship Management  |
| Team Management / Leadership |
| Liaison & Coordination  |

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| Communicator |  |
| Collaborator |  |
| Leader |  |
| Motivator |  |
| Analytical |  |
| Team Builder  |  |

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 Career Timeline * May 2016 – Mar 2019 : Ugam Solutions
* Mar 2019 – Apr 2020 : KGISL Information Systems Private Limited
* May 2020 – Till Date : RFPIO Inc

Academic Details  |
| * Bachelor of Science in Computer Science from Kongunadu Arts and Science College, Coimbatore in 2016; scored 64.80%
* 12th from Vidya Vikas Matriculation Higher Secondary School, Coimbatore in 2012; scored 76.41%
* 10th from Shri Nehru Vidyalaya Matriculation Higher Secondary School, Coimbatore in 2010; scored 78.8%
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| Area of Interest * Applications like Salesforce, Salesforce CPQ, Contracts Life Cycle Process (CLM), Advanced Excel, VBA, Salesforce and (Tableau/Power BI)
* **Salesforce Technical Areas**: **Salesforce Configuration**: Custom objects, tabs, fields, Validation Rules, Workflows, Assignment Rules, Process Builder, record types, page layouts, security settings, custom settings, profiles, permission sets, dashboards and reports, Approval Processes.
* **Salesforce Technical Areas**: **Salesforce Customizations**: Workflow rules, Validation Rules, process builder, Flows, Email templates, Lightning.
* **Salesforce Functional Areas**: Requirement gathering, Collaborating with Stakeholders and internal teams, documentation, Designing solutions, Planning, Reviews, Demos, key meetings including user acceptance testing, End user training, User Adoption, production rollout, post production support, project management, data migration activities, stakeholder management, incident and change request, impact and root cause analysis, data analysis.

Certifications* Completed **Data Science Prodegree Course** from Imarticus Learning Institute

Executive Profile * Offering nearly 7 years of experience in delivering of complex project / solutions across various domains
* Knowledge of applications like **Salesforce, CPQ,** **R, Python, visualization tool (Tableau), Advanced Microsoft Excel**
* Detail-oriented with a flair for adapting quickly to dynamic business environments and adopting pragmatic approach in improvising on solutions and resolving complex business issues
* Great team player, highly motivated, adaptive, and quick learner with good interpersonal and technical skills
* Highly motivated, quick starter, Solutions-oriented Developer, Strong in Solution oriented analysis and design, excellent in time management and on time deliverable

 * Streamlined processes by converting tools which focus on eliminating manual work and fixing standard issues
* Leveraged services in understanding client process and conducting trend analysis to understand user needs and translating them into solutions that save time, eliminate redundancies and improve quality
* Showcased tenacity in providing a quality deliverable with 0 defects
* Completed **Data Science Prodegree Course** from Imarticus Learning Institute
* Participated in many competitions under data science domain in kaggle platformand obtained good amount of accuracy
* Skilled in mentoring and coaching the Project Team on various areas; planning and integrating the work of multiple teams on a project; providing input on team performance and reward
* Experienced in providing business consultancy services while working towards improving organization's structure, efficiency, profits and strategies for enhancing capital
* Skilled to work in multi-cultural & lingual environment with interpersonal skills to interact at all levels of hierarchy

 Organizational Experience May’20 – Till Now with RFPIO Inc., Coimbatore as Senior Manager – Salesforce CPQ Developer & Data Analytics , Revenue Operations**Growth Path:** May’20 – Aug’21 Salesforce Data AnalystSep’21 – Feb’23 Data Analyst Manager (Team Size: 2)Mar’23 – till now Senior Manager – Salesforce CPQ & Data Analytics (Team Size: 4)**Key Result Areas:** * **Salesforce Technical Areas**: **Salesforce Configuration**: Custom objects, tabs, fields, Validation Rules, Workflows, Assignment Rules, Process Builder, record types, page layouts, security settings, custom settings, profiles, permission sets, dashboards and reports, Approval Processes.
* **Salesforce Technical Areas**: **Salesforce Customizations**: Workflow rules, Validation Rules, process builder, Flows, Email templates, Lightning.
* **Salesforce Functional Areas**: Requirement gathering, Collaborating with Stakeholders and internal teams, documentation, Designing solutions, Planning, Reviews, Demos, key meetings including user acceptance testing, End user training, User Adoption, production rollout, post production support, project management, data migration activities, stakeholder management, incident and change request, impact and root cause analysis, data analysis.
* CPQ (Configure, Price, Quote) have good hands-on experience that configured product or service selection, pricing, quoting, quote to order, contracting, and contract renewal, subscription & subscription renewal.
* Extensive experience in Creating Objects, Record types, Assignment rules, Email services, Profiles and implementation of Role Hierarchies for system security design
* Experience in customizing Page layouts, Search Layouts, Custom links, Custom Buttons etc.
* Mining data from primary and secondary sources, then reorganizing said data in a format that can be easily read.
* Preparing reports and dashboards for executive leadership that effectively communicate trends, patterns, and predictions using relevant data.
* Collaborating with programmers, engineers, and organizational leaders to identify opportunities for process improvements, recommend system modifications

**CPQ Implementation Project Experience:*** Creating the standalone products, Bundle Product as package or both as Options and provide the services as a subscription based either monthly or yearly. We have built our own quoting solution once the quote has been approved by the administrator panel. Then we can generate the Order of its Primary Quote, after the order has been activated. Now we can create a Contract and Activate the Contract so the Subscription term will start.
* Amendment is changing in present quote either it is New Product/Package added to current Quote or Addition of quantity to current product/package in Quote or Removal of quantity to current product /Package in Quote.

**Salesforce CPQ Developer Responsibilities:*** Setup Standalone product & Bundle product and associated with price book entry.
* Configured product options, option constraints, features, Configuration attributes and price book
* Configured Block price product (Tier base), Cost + markup product, Contracted Price
* Configured product rule, price rule and discounted rule using Slab & Range
* Create proposal Quote and Order Form Templates design in Conga CLM
* Configured Dynamic Bundle, Created Custom action.
* Modified existing Approval processes and created Approval steps, which used Email Alerts and Field Updates.
* Developed Email Templates on application.
* Deployed applications from Sandbox to Production.
* Created Dashboards using Customized Dashboard Components
* Data migration using Data Loader for SFDC Standard objects, Custom objects
* Extensive experience over creating Flow Screen, workflows, approval processes, validation rules and sharing & security rules.
* Implemented field level security, profiles setup.

Mar’19 – Apr’20 with KGISL Information Systems Private Limited, Coimbatore as Process Executive**Growth Path:** Mar’19 – Apr’20 Process Associate**Key Result Areas:** * Mapping business requirements for process enhancements & translating these requirements into functional specifications and transferring same
* Providing business research and strategic support solutions to the clients
* Managing expectations of the product and conducting system analysis and design, building functionalities & features, in interaction with the client

May’16 – Mar’19 with Ugam Solutions, Coimbatore as Senior Analyst**Growth Path:** May’16 – Apr’17 Junior Analyst May’17 – Mar’ 18 Analyst (Team Size: 32)Apr’18 – Mar’ 19 Senior Analyst (Team Size: 20)**Key Result Areas:** * Managing entire gamut of operations related to project management, end user escalations, tool testing, functional / technical issue raised by the clients and so on
* Identifying the need and imparting trainings to the new joinees as when required
* Recognizing and fulfilling the programming needs of the team
* Providing business research and strategic support solutions to the clients
* Managing expectations of the product and conducting system analysis and design, building functionalities & features, in interaction with the client
* Mapping business requirements for process enhancements & translating these requirements into functional specifications and transferring same

**Highlight:*** Baggedseveral awards such as “Individual Brilliance Award” thrice and “Be Accountable Award” twice for best performance in team
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|  Personal Details**Date of Birth:** 4th April 1994 **Languages Known:** English, Tamil and Telugu**Address:** 30, AF1, KRG Nagar, 3nd Street, Ganapathy, Coimbatore - 641006 |

![](data:None;base64...)