



Conga University



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## Professional Summary

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- Overall 9 years of experience
- Core expertise in providing **solutions** for Design and Build of **CPQ** and **CLM**
- Hands on experience in **Salesforce Configuration** like Process Builder, Profiles, Permission Sets, Sharing and Security Model
- Experience in Apex Triggers and Classes , **Asynchronous Apex** ,**REST Services**
- Knowledge of **GIT/ANT** and **Copado** deployment tools
- Cohesive **team worker**, having strong **analytical** and problem solving ability with vast **experience** in working **Global teams**
- Implementing and delivering projects under **Agile, Hybrid Agile & Waterfall Models**.

## Work Experience

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PwC India Ltd – Pune

February 2019 – Current

### Project: Hologic Digital Transformation | CPQ – CLM Integration Lead

This is a Digital transformation project to remediate existing CPQ process in Salesforce. Integrate CPQ with CLM system for contract generation and other downstream systems.

#### Responsibilities:

1. Provide Technical solution for **CPQ CLM Integration**
2. Designed Future State process for Quote and Contracting process.
3. Provided **Fit Gap** analysis, Design of data model and security model, Design Contract templates
4. **Awards:** Above and Beyond Individual

### Project: Amadeus CLM Implementation | CLM Solution/ Technical Lead

This was a digital transformation project to implement offline contracting processes of Amadeus into Salesforce and Apttus. This also involved migrating Products and Pricing module into Salesforce system to generate Subscription based Contracts.

#### Responsibilities:

1. Provide Technical solution for **E2E CLM implementation**

2. Provided **Fit Gap** analysis, Design of data model and security model, Design **automated processes** using Batch class using Apttus API's and solution design document
3. Lead developers with respect to Best Practices, Code Review and development approaches
4. Drive UAT sessions and bug fixes (**Onsite Experience**)
5. Manage deployment strategy for the Pilot and consequent releases
6. **Awards:** Client Appreciation Individual

## **Other Projects: Godrej and Boyce CLM Implementation, UPL Contract Management Implementation**

### **Practice Initiatives in PwC**

- Responsible for guiding the team in exploring new features and solutions in Apttus/Conga and Salesforce
  - Responsible to deliver all the initiatives assigned to each team member in the Practice
  - Responsible to design and assign initiatives which form accelerators for the implementation in future projects
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**Tata Consultancy Services – Bangalore**

March 2014 - February 2019

### **Project: Thomson Reuters | Salesforce Lead/Developer**

#### **Legal Order Capture**

In order to provide hierarchical or wider product catalogue Order Capture was implemented in Salesforce using Apttus CPQ product.

#### **Responsibilities:**

- Interaction with Business to capture requirements
- Actively involved in overall project calls on design , solution and implementation as a lead
- Provide analysis and solution to the team of three developers on requirements to be implemented
- Review the code developed by other team members
- Support the team in development activities
- Developing Apex Classes, Apttus Configurations, Validation Rules, Workflow Rules, Unit Testing
- **Apttus CPQ** configurations for Templates, Approval Process, Pricing Matrix
- **Batch Class** and Schedule class implementation
- **REST services** for integration with SAP(Middleware ESI)
- Timely bug resolution raised by Business
- Deployment using Copado/GIT
- **Awards:** Star Performer,Star of the Month, Best Team

#### **GTAX 2.0**

This Org was created to combine the Legacy Systems of WSS and KS. GTAX 2.0 was phase 2 of the several implementations required. Major functionalities delivered were Territory Management, Communities and Live Agent Functionalities.

#### **Responsibilities:**

- Configuration of Email to Case , Fields, Validation rules
  - Experience in using Data Migration activities using Apex Data Loader.
  - Handling Deployment Activities using GIT&ANT
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### Siebel Development (CRM L3 Support)

- Solving tickets/bugs reported under SM9 Tool based on ticket priority.
- Configuration of Siebel Systems(Layout, Workflow etc) as per the requirement

### As Salesforce Functional QA

#### Service Cloud

- Involved in Requirement Analysis - interaction with Business Analysts and Business users.
- Performing Functional, Regression and Sanity tests on various modules of the Project.
- Identified, Classified, Reviewed and Resolved Defects in consultation with Developers and other team members.
- Participated in the On-site calls, implementing the changes provided by the Business in the Test Scenarios and Test Cases.
- Involved in Technical Meetings of the Project to provide Quality Assurance feedback
- **Awards :** Received MIS-Wall of Fame based on my performance in the Service Cloud Project in Thomson Reuters

## Certifications

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- Salesforce.com Platform Developer 1
- Salesforce.com Administrator
- 201 CPQ Essentials Certification Exam (Apttus CPQ)
- 202 Apttus CPQ
- Apttus 201 CLM Certified
- Conga Composer
- Conga Sign

## Education

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**Bachelor of Engineering:** Electronics and Communications with 63.18%

2011

Visveswaraya Technological University: SDM Institute of Technology, Dakshina Kannada.

## Personal Interests

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- Mountaineering and Travelling
- Classical Dancer

## Personal Information

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- Date Of Birth: 24<sup>th</sup> Feb 1989
- Nationality: Indian
- PAN: BFAPP9639C
- Passport: Available