**Sunil Buri – Apttus / Salesforce Consultant - Immigration Status: H1B**

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**Summary**

* 12+ years of experience as an Sr. IT professional, committed to maintain cutting edge technical skills and up-to-date industry knowledge including 4+ years of experience as a **Apttus CLM**, **Salesforce CRM**, **SalesCloud, Service Cloud** and **Force.com platform** **Administrator, Developer and Consultant**.
* Hands on experience in SFDC development using the **APEX classes**, **Triggers**, **Components**, Reports, **Force.com IDE**, **Eclipse** with **SOQL, SOSL** and **Force.com plug-in.**
* Comprehensive understanding of CRM business processes like Campaign Management, Lead Management, Account Management, Opportunity Management, Case Management, Quote, and Forecasting.
* Pervasive experience in performing the administrative and development related tasks like consigning Roles, creating **Profiles**, **Visualforce pages**, **Validation Rules**, **Users**, **Custom Reports**, **Workflows**, **Email Alerts**, **Entity Relationship Diagrams** and **Page Layouts**.
* Proficient in dealing with the functionalities related to the **Service cloud and Sales cloud**.
* Thorough knowledge in the **security** and **sharing model** which is used to finely control the user’s access to different data.
* Proficiency in SFDC Administrative tasks like creating **Profiles, Roles, Users, Page Layouts, Email Services, Approvals, Reports, Dashboards, Actions**, **Tasks and Events.**
* Performed **Validation Rules, workflows**, **e-mail services** and approval processes using customization & Apex.
* Extensive experience in lead, case management, **web-to-lead, Web-to case, Email-to-case**.
* Good experience in working on **Eclipse IDE** with **Force.com** Plug-in for writing business logic in **Apex programming language**.
* Experience in SFDC Integration using **Web Service** and Apex Programming, Salesforce.com Service Cloud expertise.
* Proficiency in installing App Exchange applications.
* Effective employment of **Apex Data Loader**, **Import Wizard** and **Data Manipulation** Language for **data migration** and management in bulk.
* Experience in web technologies like **HTML, XML, JSP, JavaScript, SOAP Web services, and WSDL**.
* Work well alone and as part of a team with excellent troubleshooting mechanisms and highly adaptable to different work environments.

**EDUCATION**

Bachelors in Information Technology – Madras, India March 2004

Master of Science in Software Engineering – Arlington,VA March 2009

**Apttus/Salesforce Projects Accomplishment for Hitachi Vantara, E\*Trade, Nabors Industries.**

* **Provided Enterprise Solution Architect** for Apttus CLM to integrate GCT(Global Contracting Tool).
* **Lead role for Data Migration for GCT - Apttus project** to provide analysis, time estimate, total cost of ownership, configuration, development, testing, and deployment cutover plans for **Hitachi Data Systems (Hitachi Vantara)**
* **Docusign Integration:** Integration Subject Matter Expert, As an Apttus Developer I integrated DocuSign with Apttus as per the business needs to make the contracting user friendly and more efficient
* **Implemented one Full Apttus Contract development life cycle** includes structured analysis, design, programming techniques, using agile and scrum methodologies for **E\*Trade**.
* As an **Apttus CLM Subject Matter Expert (SME)** worked on Pre-and Post-Implementation Phase for all the Clients

**PROFESSIONAL EXPERIENCE**

**Hitachi Vantara – Denver Colorado Mar 18 – Current**

**Salesforce Admin/Apttus Consultant:**

* Completely Implemented Apptus CLM in our Instance from scratch and have complete understanding of Apttus CLM.
* Integrated Adobe sign using Apttus EcoSign integration/ Docusign with Apttus CLM.
* Define, document, prioritize requirements and translate business requirements into Salesforce-based solutions.
* Experience in defining and operating business processes in one of the following areas: Sales, Marketing, Customer Service, Legal, or Corporate Communications.
* Experience with the technical organization to determine the timing and cost of specific projects.
* Experience with the Salesforce product suite, including: Sales, Service, Apttus CLM, and the Force.com platform.
* Experience with Apttus CLM in an enterprise setting.
* Implemented custom dynamic lookup functionality in lightning, Floating text and convert App in lightning.
* Created multiple Lightning Components, added CSS and Design Parameters that makes the Lightning component look and feel better.
* Leveraged APEX Controller to make a call for external requests to retrieve data from various API’s and displayed them on to the component.
* Enabled Aura Framework, by adding Aura Attributes and Aura Handlers for Events to focus on Logic and Interactions in Lightning Applications.
* Minimized code in JavaScript Controllers by adding reusable functions in Helper Component.
* Updated the APEX Controller and Helper functions regularly making the Component Context Aware as per business requirement.
* Created modern Enterprise Lightning Apps combining Lightning Design System, Lightning App Builder and Lightning Component features.
* Tested apps by appending multiple components to a Lightning Application thereby deployed Applications from Sandbox to Production.
* Used refined global search in Lightning by developing Apex classes and Controllers.
* Experienced using Force.com IDE for creating, modifying, testing, and deploying Force.com Applications.

**E\*Trade – Atlanta, GA October 2016 to March 2018**

**Salesforce Developer/Apttus Consultant:**

* Develop, Implement, and support the Salesforce.com application and integration of the Apttus CLM Quote to Cash App Exchange product.
* Implemented CTI in Lightning using IVR system.
* Implemented custom dynamic lookup functionality in lightning, Floating text and convert App in lightning.
* Created lightning components from scratch and also converted Visualforce Pages into Lightning Components using Lightning Style Sheets.
* Implemented custom Ideas App in lightning which is the replica of Ideas in Classic which is not available in Salesforce Lightning as a standard Functionality.
* Experienced in using Apttus Advanced Approvals IWA and created Approval delegation for users and completely moved from Salesforce Approvals to IWA.
* Experienced in creating templates using Clauses, Condition Clauses, Smart Fields, Signature blocks.
* Experienced in creating Apttus X Author Apps for our product rate schedules based on service types.
* Helping users to understand various tools like Apttus X author for Word and excel for creating Templates, Apps and handling Merge fields.
* Designed, and deployed the Custom objects, Custom tabs, Entity-Relationship data model, validation rules, Workflow Rules, Auto-Response Rules, Page layouts, Components, VisualForce Pages to suit to the needs of the application.
* Worked with various salesforce.com objects like Accounts, Contacts, Leads, Campaigns, Reports, and Dashboards
* Worked and handled different issues related to Service Cloud
* Reporting, Data Migration, User Acceptance Testing, End User Training Development & Delivery and System Testing.

**Nabors Industries – Houston Texas October 2015 to October 2016**

**Salesforce Administrator:**  

* Involved in identifying, planning and implementing new Salesforce.com features and functions, new screens, workflow, force.com objects, reports, apex code to meet business requirements.
* Maintained data cleanliness and accuracy by adding custom validation rules, custom formulas, reports and dashboards.
* Developed various Custom Reports, Report Types, Dashboards and Analytic snapshot for different line of business on Standard and Custom objects.
* Designed Methodologies to troubleshoot based on the issues and documented all the procedures to educate team members
* Developed Assignment rules, Escalation rules to enable proper routing of cases to the case team members.
* Assisted in the configuration and maintenance of "Sandbox" environments to facilitate success development and QA testing of new on-demand features and functionality.
* Participated in solving day to day production issues / defects / incident management and training sessions provided by team.
* Extensive Experience in customization of Reports based on user and organizational requirement.
* Implemented various advanced fields like Custom Formula Fields, Field Dependencies, Validation rules, Workflows and Approval Processes for automated alerts, field updates and Email alerts.
* In-depth understanding of SFDC CRM business processes.
* Proficient in Salesforce administrative tasks created profiles, roles, users, page layouts, e-mail services, reports and dashboards.
* Experienced in SFDC implementation and customization gathered business requirement, entity relationships and implemented sales force custom objects and junction objects with lookup relationship and master detail relationship, as per business needs.

**Symmantec (Principle Consultant – Mountain View, California) Jul 2015 – September 2015 Software Engineer - Team Lead:** Project Lead to integration with corporate wide Oracle E-Business Suite 11/12 and Support Applications

* Production and Development Support for Tier 1, 2 & Tier 3 along with addressing the escalations and incident proactively
* Led team for Various Development, Enhancement tasks includes New Forms, Interfaces, reports extensively used Oracle API, Procedure, Packages, Function, Triggers, Hyperion, Essbase, Oracle BI Publisher, SQLserver and Unix Shell Scripts tuning
* Hands-on experience in Data Conversion, Data Migration, develop reports, integrated within Oracle EBS 11/12 Applications Modules, Developed, Deployment to Production migration plan for Go Live and cut-over strategy
* Designed Interface programs to upload time from Enterprise Project Management Tool to Oracle Time Labor, data conversion including Hours, Elements, and other attributes to Oracle Time and Labor.
* Prepared Functional/Technical Design Documents and followed the AIMS standard methodologies.
* Prepared critical design review, impact analysis, and strategic plan. Provided Oracle E-business Suite support

***Arrow Electronics - (Principle Consultant) Denver, CO) Nov 2014 – Jun 2015***

***Carnival Cruises – (Oracle ERP Consultant) Miami, Florida Mar 2014 – Nov 2014***

***Michelin – (Oracle ERP Consultant) Greenville South Carolina July 2013 – Feb 2014***

***Arris – (Oracle ERP Consultant) Horsham Pennsylvania Sep 2012 – July 2013***

***Gymboree Corp – (Oracle Upgradation Lead) San Francisco California May 2012 – Aug2012***

***Motorola Solutions - (Business System Analyst) Schaumburg Illinois Jun 2009 – Apr 2012***