

PRASHANT GUPTA

Lead Consultant - Salesforce Practice & Technical Lead, MTX Group Inc

Bachelors of Technology | Computer Science & Engineering

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Career Summary:

MTX Group Inc.

(01/07/2019 - Present)

Title: Lead Consultant (07/2021-Present)

Team Lead (07/2020-07/2021)

Consultant (01/07/2019-07/2020)

Roles: Technical Lead, Consultant

Appirio India Cloud Solutions (Wipro)

(01/06/2016 - 21/06/2019)

Title: Consultant (1/10/2018 - Present)

Associate Consultant (1/08/2017 - 31/09/2018)

Associate Consultant Trainee (29/08/2016 - 31/07/2017)

ASCEND Salesforce Intern (01/06/2016 - 28/08/2016)

Role: Salesforce Consultant, Development Lead

Certifications:

| Certified Administrator (ADM-201)

| Certified Salesforce Platform App Builder

| Certified Salesforce Platform Developer I

| Certified Salesforce Sales Cloud

| Certified CPQ Specialist

| Certified Salesforce Platform Developer II

| Salesforce.com Certified Community Cloud

| Others: Google Certified Platform Cloud Architect (Expired), Copado Administrator.

Key Projects:

Vermont State Account (MTX Group Inc.)

We worked with the State of Vermont to help them adapt to the new age technologies. Across 20+ projects in just over 2 year we have delivered solutions that have improved the experience for Vermonters and the state employees alike.

Coronavirus (COVID19) Pandemic had a huge impact on the state of Vermont like the rest of the world. With an increase in unemployment, citizens were finding it hard to keep their head above water. MTX team in just less than 4 months delivered multiple projects that capture thousands of data points from the citizens and has paid millions of dollars in relief funds across multiple programs.

Role: Program Technical Lead, Development Lead, Development Consultant

Industry: GOVERNANCE

- Leading project development and delivery from the India development side.
- Design solutions and enable the team to deliver the solutions in a very strict timeline.
- Manage Resourcing of dev resources across all the projects.
- Helping the BA team and Onshore team, convert business requirements into technical specifications for the dev team to work.
- Developed payments and auditing system that auto-creates/auto-adjusts payments and maintains over/underpayments for different claimants across different categories as part of our solution for PUA program.

Kentucky: Alcohol & Beverage Control (CPQ Module) (MTX Group Inc.)

Kentucky wanted to design a solution to enable its brewers and other licensees to be able to buy and renew their Alcohol and beverage licences using community cloud and salesforce CPQ.

Role: CPQ Development Lead, Developer

Industry: GOVERNANCE & LICENSING

- Lead the design and development of CPQ part of the project
- Understanding business requirements and converting them in technical specifications from CPQ context
- Coordinating with the salesforce support team to get package issues discussed and resolved.
- Designing custom solutions around salesforce CPQ for bulk renew and renew automation.

Hitachi Vantra (CPQ module) (Appirio)

The project module focused on implementing Steelbrick CPQ and Billing Package for contract renewal and Order generation.

Role: Salesforce Developer

Industry: SPD (STORAGE, PERIPHERALS & DELL)

- Designed and implemented custom solutions surrounding the CPQ package.
- Developed QCP(JS) Plugin in CPQ Package for Pricing.
- Implemented Steelbrick Advanced Approval Package.

Salesforce Account (MTX Group Inc.)

Across multiple projects, Salesforce wanted to create new-age tools to better manage their issues and exception programs, their Project, and case management. Salesforce has multiple orgs that need to be kept in sync all time for their teams to be able to work at their highest capacity.

Role: Developer/ Development Lead

Industry: SERVICES

- Designed & Developed lightning components
- Coordinating with the development team, resolving their issues, maintaining constant quality development flow.
- Working extensively with multiple orgs connect using external objects and syncing data between them
- Working with Quip Live app development

New Mexico DFA (ERAP Grant) (MTX)

New Mexico DFA (ERAP Grant) was looking for a quick way to take applications for the Emergency Rental Assistance Program.

Role: Technical Lead, Developer, Grant Consultant

Industry: GOVERNANCE

- Leading project development and delivery from the India development side.
- Design solutions and enable the team to deliver the solutions in a very strict timeline.
- Helping the BA team and Onshore team, convert business requirements into technical specifications for the dev team to work.

Other noteworthy projects:

Stanford University (Appirio)

Johnson Controls Inc. (Appirio)

Monster Worldwide (Appirio)

MI SEMCA (MTX) - Launchpad

Awards & Achievements:

MTX Tour Guide Award (May 2020)

Project: Vermont Account, MTX Group Inc.

Nominated Tech Lead of the year, MTX Annual Awards 2021

Above and Beyond (December 2019)

Project: Kentucky: Alcohol & Beverage Control, MTX Group Inc.

Delivery Excellence Award, (November 2016)

Project: Johnson Controls Inc. (Appirio)

Pat on the Back, (March 2017, February 2018 & November 2019)

Project: Johnson Controls Inc., Hitachi Vantra & Stanford University
Appirio

Eklavya Award (Best Trainee)

Appirio ASCEND Salesforce Internship Program

Academic Details:

Bachelors of Technology (67.5%)

Jodhpur Institute of Engineering and Technology, Jodhpur

Rajasthan Technical University, Kota
2012-2016

Senior Secondary (79.8%)

St. Anne's Sr. Sec. School, CBSE
2012

Secondary (CGPA: 9)

St. Anne's Sr. Sec. School, CBSE 2010

Personal Tid-bits

A hard-working, dedicated epistemophile with a passion for programming and innovation.

Love Teaching, Poetry, Photography, Reading, Discussions, and Music.

Volunteered as a replacement Salesforce Trainer for Appirio and MTX Learning programs

Simply put - An Introvert by nature, An artist at heart, and a Salesforce Consultant by endeavours and hopefully a solution architect some day.

Being a son of two teachers, teaching and learning have always been a big part of my life.

Have a 100% organic, almost fully maxed out Clash of Clan base :)

Experience & Key Competencies:

- Leading a big team of Devs and QA
- Salesforce applications, such as Sales Cloud and Salesforce Platform.
- Advanced understanding of Apex and Visualforce Programming.
- Experience with Release Management tools like ANT, Git, Jira, and Bitbucket Pipelines.
- Exposure to Salesforce Lightning Framework, LWC, Communities & HEDA.
- Exposure to Salesforce APIs, JavaScript, JQuery
- Strong oral and written communication skills.
- Strong Leadership and Team Member spirit.
- Adept at explaining technical details in layman's terms.
- Hands-on experience with Steelbrick CPQ, Billing, and Advanced Approvals Package.