**Sravani**

**Salesforce CPQ Developer**

**Mobile:** +91-8088393121

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**Professional Summary:**

* Worked with native Salesforce quote to cash functionality such as Opportunities, Product configurations, Product rules, Price rules, Quotes, Orders and contracts, Lead-to-Cash business processes.
* Performed CPQ related configuration for Product setup, Product rules, Price rules, Bundles, etc.
* Good Knowledge on Pricing methods like List, Block, etc.
* Coordinated with Business users and Pricing team to gather requirements for CPQ implementation.
* Working knowledge of product and service configuration, complex pricing rules, defining product bundle structures, and constraint rules.
* Involved in end-to-end functionality of CPQ including products, pricing, discounting, quoting etc.
* Well versed with Salesforce Administrative tasks, creating the relationships/junction objects like Master-Child, lookups, Fields, Objects, Tabs, Page Layouts, Field Level Security, Record Types, Validation Rules, Relationships, Email Templates, Profiles, Roles, Page Layouts, Org-Wide Default, Sharing Rules.

**Professional Experience:**

* Working as Salesforce CPQ Developer at HCL Technologies from 22 months (1.10+ year of relevant experience in CPQ)
* Worked as a Salesforce Admin at Accenture having 3.8 years of professional experience in Salesforce.com CRM including System Analysis, Designing, Unit testing, and implementation of SFDC from

**Certifications**

* Salesforce Certified Administrator.
* Salesforce Certified Platform Developer I.
* Certified Salesforce CPQ Developer.

**Educational Qualification:**

Post Graduation : M.C.A (Master of Computer Applications) with Distinction.

University : Nagarjuna University

**Technical Skills:**

**Technologies:**

Salesforce CPQ, Salesforce Admin

**Tools:**

Force.com IDE, Data Loader, Salesforce Inspector, Workbench

**Project Experience**

**Project:1**

Client : EON.

Role : Consultant.

Period : Sep 2021 to till date

**Responsibilities:**

* Worked with Salesforce quote to cash functionality such as Opportunities, Product configurations, Product rules, Price rules, Quotes, Orders and contracts, Lead-to-Cash business processes.
* Working knowledge of product and service configuration, complex pricing rules, defining product bundle structures, and constraint rules.
* Hands on experience in Creating custom actions in quote lines, Drawers in quote lines.
* Working Knowledge on Order creation and Contract generation.
* Involved in Amendments and MDQ

**Project:2**

Project : Aviva.

Role : Software Engineer.

Period : June 2019 to Aug 2021

**Responsibilities:**

* Maintains multiple user profiles, role hierarchy, security, and sharing rules, and other Salesforce.com out-of-the-box access features.
* Defined lookup and master-detail relations on the object and created junction objects to establish among objects.
* Created page layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.
* Configuring Role Hierarchy, Organization Wide Defaults and Sharing rules.
* Worked on validation rules, Flows and approval process.
* Worked on Scheduled jobs. Batch Apex, Queueable apex
* Hands on experience in Salesforce.com Analytics, creation of reports, custom report type and dashboards in Salesforce.com.
* Configuring Validations Rules, workflows, and email alerts.
* Hands-on, in-depth experience with Apex, Visual Force, SOQL/SOSL, Force.com

**Project:3**

Project : Financial Conduct Authority.

Role : Software Engineer.

Period : Nov 2017 to May 2019.

**Responsibilities:**

* Develop and maintain naming conventions of picklists, report folders, dashboards, etc. to improve system usability.
* Creating custom fields and modifying picklist value.
* Creating and managing email and mail merge templates.
* Confident understanding of Salesforce reporting and dashboards.
* Customer Service support, communicate effectively.
* Created page layouts to organize fields, custom links, related lists, and other components of a record detail and edit pages.
* Created email templates in HTML and inbound emails using visual force for the clients and customer.