**Manjusha Kasa**



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| *Professional Summary* |

* Having 3.7 years of experience in IT industry and relevant experience in Salesforce CPQ and billing
* Salesforce, Salesforce CPQ, Salesforce **Billing** - End to End Configuration and Customization.
* **Familiar with Salesforce CPQ for subscription, billing, invoicing and can take control of sales process from Quote to Cash. Generated Revenue recognition** status automatically with Salesforce CPQ.
* **Expertise Knowledge on Advanced approvals**
* Having Good knowledge on Salesforce Configuration.
* Hands on experience across end to end process set up - Administration, Configuration, Implementation.
* Experience in realizing the business requirements to design on salesforce.com platform by designing the required entities like **custom objects, creating the relationships/ junction objects like Master-Child, Lookups and Pages**.
* Formed effective liaison between Client and technical teams in translation business requirements into design.
* Proficient in performing detailed analysis of business and gathering technical requirements.
* Analysis of requirements for new project and impact analysis.
* Proficient in **Data Migration** from Traditional Applications to Salesforce.com using **Data Loader** Utility**.**
* Role of Business Analyst in preparing **functional and technical** design documents.

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| **SFDC Technologies** | Standard objects, Custom Object, Relationships, Validation Rules Workflow & Approvals, Data Loader, Security, Reports, Dashboards and Force.com IDE. |
| **Tools & Technologies** |  Force.com Data Loader, Force.com Platform (Sandbox and Production). |
| **Web Designing Tools** | HTML, CSS. |
| **Operating systems** | Windows 98/NT/XP/Vista/7/8, Windows CE, Linux. |

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| *Professional Experience* |

* Worked in A5 Corp as Salesforce functional consultant from sep-2018 to Jan -2o21.
* Worked as Salesforce Functional Consultant in Bright Hat pvt.ltd fromJan-2021to May-2021
* worked in Quanteon Solutions as Salesforce Functional consultant (CPQ and Billing) from June 2021 to Jan 2022
* Currently working in Commerce CX as Salesforce Config engineer in CPQ and Billing from Jan 2022 to present.

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| *Education*  |

* Completed my graduation on BSC Computers with 85% from DAW Degree College, Yogi vemana University, In theyear2014

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| *Certifications* |

* Certified sales force Administrator
* Certified in Salesforce CPQ

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| *Projects* |

**Client :** Abacus**(Europe)**

**Tool : Salesforce CPQ/Salesforce Billing**

**Role : SalesforceAdmin**

**Client Details:** The abacus, also called a counting frame, is a calculating tool that was in use in the ancient Near East, Europe, China, and Russia, centuries before the adoption of the written Hindu–Arabic numeral system. The exact origin of the abacus is still unknown.

**Position of Responsibility:** Business Analyst, Client Engagement, Requirement Gathering, Developer/Admin

* Worked on various salesforce.com standard objects like Price List, Proposal, Category, Pricelist item**, Accounts, Contacts, Opportunity, Cases, Reports and Dashboards.**
* **Worked on Quote to cash flow, Generating Invoices (Manual and Invoice scheduler), payment schedulers, Revenue recognition rules, Creating Finance periods**
* **Worked on setting up the Payment gateway (Cyber source, Authorize.net, Chargent)**
* **Worked on Contracts, renewals, Amendment contracts, Multiple orders**
* Created different **Process Builder and Approvals** for various campaign processes.
* Designed, and developed the **Custom objects, Validation rules, Page layouts, Custom tabs** to suit to the needs of the application.
* Worked on **Pricing rules, price Dimensions, Product rules, GuidedSelling, DiscountSchedule, BlockPRicing**
* Worked on setting up **Constraint rule’s** based on requirement
* Billing, invoicing and can take control of sales process from Quote to Cash. Generated Revenue recognition status automatically with Salesforce CPQ
* Actively engaged in building test script documents that helped manage and reduce the number of bugs/defects.
* Used Feature to compare the products.
* **Data migration** from sandbox to sandbox and sandbox to Production using Data loader.

**Environment:** Quotes/Proposal, Pricing rules, Quote to Cash, Sharing Rules, Email Templates, Reports, Dashboards, Custom Objects, Custom Tabs and Security Controls.

**Client** : **Leafly.Canada.**

**Tool : Salesforce CPQ/Salesforce Billing**

**Role : Salesforce Admin**

Leafly is the largest cannabis website in the world, with more than 15 million monthly visitors and 40 million page views across its website and mobile applications. Leafly allows users to rate and review different strains of cannabis and cannabis dispensaries.

* Participated in **Data migration** from external systems to sales force using Data Loader.
* Worked on various salesforce.com standard objects like **Leads, Accounts, Contacts, Opportunity, Cases, Reports and Dashboards.**
* Created different **Workflow rules and Approvals** for various campaign processes.
* Designed, and developed the **Custom objects, Validation rules, Page layouts, Custom tabs** to suit to the needs of the application.
* Developed and configured various **Reports** for different user profiles based on the need in the organization.
* Worked on creating Users and Security level.
* Created email templates and inbound emails using Visual force for the clients and customers.
* Involved in Advanced Approvals for sequential and parallel Approvals

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| *Projects* |

**Client : ETM-Pilot (**TKWW )

**Tool : Salesforce CPQ/Salesforce Billing**

**Role : Salesforce CPQ**

The Knot Worldwide’s leading global family of brands inspire, inform and celebrate our communities as they move through life’s biggest milestones. From the proposal to the wedding day, creating a home to starting a family together, we’re there for them every step of the way.

* Implemented the Bundle Product Structure
* Worked on Price rule and custom action buttons**.**
* Created different **Workflow rules and Process builder** for various processes.
* Designed, and developed the **Custom objects, Validation rules, Page layouts, Custom tabs** to suit to the needs of the application.
* Involved in creating the Quote templates
* Involved in Advanced Approvals and testing

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