

Hruthik Chinna
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Career Objective

To become a contributing Salesforce CPQ Consultant in an organization for its success, by applying business practices through innovative solutions and constantly updating my skills.

Professional Summary

- 2+ Years work experience in **Salesforce / CPQ**
- Having strong knowledge in Salesforce Admin
- Ability to create Business Flow Solutions for the clients proposed business scenarios
- Excellent verbal and written communication skills, to facilitate business/technical discussions, document solutions and work well with professionals at all levels

CPQ Skillset

- Configured bundles (features, options, option constraints, configuration attributes) and product rules
- Configured price rules using lookup objects and formula fields, and understand quote calculation sequence and quote line pricing fields
- Configured dynamic quote template using quote terms, line columns, template sections and content.
- Solved basic product rules, pricing issues, and data flow
- Utilized ordering and contracting process
- Configured user permissions, record types, page layouts, and field sets.
- Configured search filters, and custom actions for product selection and configuration

Salesforce Skill Set

- Knowledge in Salesforce Configuration: Profiles, User Roles, Page Layouts, Salesforce Security
- Process Automation Tools: Process Builder, Workflow, Approval Process, Reports and Dashboards, Translation Workbench, Email Template
- Experience on: Apex, Trigger, Visualforce Pages, Deployment, Lightning App Builder, Lightning Component, Batch Class, Test Class ,Apex Class
- Data Migration tools- Apex Data Loader, Import Data Wizard
- Hands on experience in writing queries using SOQL and SOSL in Apex Classes
- Creating Custom Apps, Custom fields, Profiles, Applying Sharing Rules, Handling Page Layouts, Search Layouts, and Related List and defining Field Dependencies, custom buttons, Validation Rules, workflows, approval processes.
- CampaignManagement, LeadManagement, Sales Cycle , OpportunityManagement
- Understanding of HTML, JavaScript, CSS

Experience :

Work Experience : **June 2019 – June 2020**
Organization : **Accenture Solutions Pvt. Ltd.**
Client : **Sectigo**
Role : **CPQ Consultant**

Roles and Responsibilities

- Translated client requirements into Salesforce CPQ design, leveraging best practices and minimizing the need for custom development.
- Configured Salesforce CPQ and Sales Cloud solutions.
- Managed CPQ package level settings and package considerations.
- Effectively managed all aspects of projects and client communications.

Work Experience : **June 2018 – May 2019**
Organization : **Accenture Solutions Pvt. Ltd.**
Client : **Horsburgh and Scott**
Role : **Developer**

Roles and Responsibilities

- Understanding requirements.
- Salesforce CRM Customization – Validation, Workflow Rules, Record types, Page layout.
- Developed Apex classes, validation Rule, Sharing rule, Triggers to support custom functionality
- Involved in regular client calls to retrieve and clarify requirements
- Deployment of the whole application.

Academic Achievements

B. Tech (Computer Science Engineering): 67.3% (2013 - 2017)

Gurunanak Institutions Technical Campus (JNT University, Hyderabad)

Intermediate: 84.9% (2011 - 2013)

Narayana Junior College (Hyderabad, Andhra Pradesh)

SSC: 79.8% (2011)

K.K.Reddy High School (Telkapally, Andhra Pradesh)

Personal Profile

Date of Birth: 19-Feb-1996

Language Proficiency: English, Telugu, Hindi.