Sourav Garg

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Objective

Seeking to leverage my technical and professional expertise to design and develop Cloud-based applications.

Experience

SENIOR SOFTWARE ENGINEER| EY GDS | DEC 2019 TO PRESENT:

· Currently I am working on Salesforce CPQ implementation for one of the largest cloud based service provider and data storage company.
· I have experience in articulating and helping the sales reps on quoting the various types of sales motion New/Expansion deal, Upgrade and Renewal sales motion.
· Worked on creating the templates for quote and order document generations.
· Worked on helping the sales reps and renewal reps to create/renew and upgrade contracts.

ASSOCIATE CONSULTANT| WIPRO | SEP 2019 TO DEC 2019:

· I have worked on Apttus CPQ implementation for one of the largest electronics companies, currently focused in the area of health technology.
· NPI to Cash Program-The goal of this program is to build/optimize end to end Business Process of new product introduction to Cash. This is in line with Client integrated landscape strategy. A subset of the program also includes implementation of CPQ, CLM and Order Integration.
· Worked on validating Global Models and Local Models which comes from various modalities for healthcare industry.
· Supporting mass update of inclusion and exclusion rules of the Products from various Business Units during release to markets.
· Creation and Validation of Product Models, Product Structure, Constraint Rules, Search Rules and Product Filters, Product Modelling.

APPLICATION DEVELOPMENT ANALYST| ACCENTURE | FEB 2017 TO SEP 2019:

· My role in Accenture enables me developing the Customer Configuration, Pricing and Quotation Process for America's Largest Brand in Agricultural Services, Crop and Livestock Corporation in Terms of using the integration of SFDC(CRM)-Pros Smart CPQ.
· Realized CPQ implementation, bridging gaps between CRM and ERP systems for an end to end business process between buyer's interest in a purchase and realization of revenue.
· Designed & Implemented customized management of overridable pricing & integrate it to various pricing engines supported by approval workflows.
· Vindicated pricing strategies to configure products quickly, easily, and accurately by leveraging a smart CPQ tools engine to deliver personalized offers with cross-sell recommendations.
· Implemented Guided Selling Process through structured and organized catalog contents in order to optimize the buying experience.
· Specialized in Salesforce.com implementation.

- Relevant experience in Salesforce Configuration – Workflow, Validation Rules, Profiles, Roles, Permission set, Email Template, Approval process, Process Builder, Reports and Dashboards.
- Proficient in using Tools like - Workbench, Data Loader.
- Deployment using Change set in SFDC and Import-Export of xml in CPQ.

Skills & Abilities

TECHNICAL SKILLS
- PROS Smart CPQ (Configure, Price, Quote)
- Salesforce.com
- HTML

COMMUNICATION
- Well versed in English, Punjabi, Hindi.
- Skilled at grasping requirements quickly.
- Actively communicated with client and onshore.

Professional Training and Certifications

- PROS Quoting 310 Certified
- PROS Quoting 320 Certified
- PROS Pricing 101 New Experience Overview E-Learning
- PROS Pricing 201 New Experience End User Pricing E-Learning
- PROS Pricing 310 Business Processes Blended Learning
- PROS Guidance 101 Overview E-Learning
- PROS Guidance 201 Applying Guidance E-Learning
- PROS Guidance 202 Recommendations & Segmentation E-Learning
- Apttus 201 Certified
- Apttus Quote to Cash Certified
- Salesforce Certified Administrator (DEV 201)
- Copado Certified Administrator

Education

BACHELOR OF ENGINEERING |2016| GURU NANAK DEV ENGINEERING COLLEGE,LUDHIANA
- Major: Computer Science Engineering

ACHIEVEMENTS

- SPOT Award
- ACE: Accenture Celebration Excellence Awards (the most prestigious awards in Accenture)
- Received Star of the Month award thrice.
- Received recognition from client.

ROLES/RESPONSIBILITY

- Analyze, feasibility check, Design, Implement the requirements.
- Played a key role working in both Smart CPQ and SFDC , completing build which involves BRC's(Business Rules and Constraints), business properties, cart model, mapping out & mapping in classes.
- Taken care of providing Access Rights in both CPQ and SFDC.
- Written dynamic Approval Process in CPQ to Approve a Quote.
- Took ownership of very complex payment modules and played a key role in completing it.

Personal Details

Date of Birth : 11-NOV-1994
Father's Name : RAJ KUMAR
Address : Krishna Arjun Dhoop Industries,Gopal Marg,Budhlada,Dist.Mansa,Punjab
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