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**Executive Digest:**

**Key Skills and Knowledge**

**Apttus, Apttus Configure, Price & Quote (CPQ), Contract Lifecycle Management (CLM),Apttus X-Author (Hands-on experience on all apps available),Apttus Migration, Salesforce Configuration, Salesforce Coding, Salesforce Testing.**

**Tools**

**X-Author for Excel**

**X-Author for Contracts**

**Apex Data Loader,**

**Salesforce Inspector,**

**Eclipse,**

**HP Quality Center (QC)**

**Serena PVCS Version Manager**

**ATOS SDM 12**

**HP PPM**

**Certifications**

**Apttus Quote-To-Cash**

**Salesforce Dev 401**

5 year 5 months of experience on Apttus and cloud based CRM applications (Salesforce.Com).

In **GE** worked on Apttus CLM and CPQ. Created Master Service Agreement by using X Author for Contracts. Have created Agreements with Conditional Segments, Playbook, Control panel, controlling visibility of clauses inside agreements based on salesforce fields on the page layout, Inserting Dynamic fields in Agreement etc. Also worked as a Deployment lead in an Agile team for ANZ, US & South Asia Region for **General Electric**. Responsible for deploying Products for all Healthcare Modalities, also worked as Apttus Product Modeler (CPQ) and on Apttus Contract Lifecycle Management (CLM). Have configured products, pricelist association, PLI setup, Constraint rules, Attribute rules, Product Attribute creation & association, Quote, Proposal, Categories, Migration, Contract creation, POS etc. for various tracks such as Imaging (MR) - Global & Americas, Imaging - DGS - Interventional/Invasive (Global), Imaging Goldseal, MCIT, Ultrasound, ULS ANZ Services etc.

**Highlight**

* + - * + Well Trained on Apttus CPQ and CLM.
        + Apttus Quote-To-Cash Certified.
        + Agile Coach Certified
        + Dialog to Decision Certified
        + Certified DEV 401

**Relevant Work Experience**

* + - * + Employer: General Electric (GE)
        + Title: Lead Apttus Modeler
        + Employer Experience:2.5 Years
        + Employer: Wipro Technologies
        + Client: Baxter Healthcare
        + Title: Project Engineer
        + Previous Employer Experience:3 Years

**Professional Experience**

**PROJECT –** CPQ /CLM

**Project Role Title:** Lead Apttus Modeler

**Team Size: 20**

**Role Description:**

* **Development:** Worked on CLM and CPQ both. Created multiple Contracts (Master Service Contracts/Agreements). Have created Agreements with Conditional Segments, Playbook, Control panel, controlling visibility of clauses inside agreements based on salesforce fields on the page layout, Inserting Dynamic fields in Agreement etc. Have modeled Product (Config, Pricing & Quoting) and Contract Lifecycle Management (CLM) for various regions and modalities such as Imaging (MR) - Global & Americas, Imaging - DGS - Interventional/Invasive (Global), Imaging - DGS - XRay (Lunar(BMD)/Mammo/RRF) – Americas, Imaging (MICT) – Americas, Imaging Clinical Education,Ultrasound, Services, etc in Apttus. Responsible for migrating Imaging models to PROD using Apttus X-Author. Responsible for support and maintenance of enhancements of Products. Worked on product regionalization strategies with stakeholder for regions such as America, ANZ, ASEAN, SHS etc. Also created POS for ULS models for ANZ region. Responsible for handling Apttus Quote going through all the stages of being Draft, pending Approval, Approved, Presented, Accepted and Invoiced. Deep dive knowledge on complete flow & creation of Quote.
* **SOP/Checklist:** Created SOP for product creation, Pricing setup, Rules setup, Migration of products to PROD. Step by step procedure and number to ways to do the entire CPQ setup.
* **X-Author Excel :**-Worked with X-Author for building models/Products across various tracks, Price list association, Price Matrix association, Constraint Rules & Attribute Rules creation, Migrations using X-Author Apps.
* **X-Author Contracts :-** Worked with X-Author Templates for creation and updates to the existing agreement. Also created Clauses, Master Agreements, Templates, Set Segments, Conditions, controlling the visibility of clauses based on the field (true/False) etc. Worked with Playbook, Control Panel etc,
* **Data Migration/Change set/Data Export: -** Responsible for development of PCOE Case form requirements in dev environment, after testing UAT, is responsible to move the form to production environment. Used Change set to deploy PCOE Case form dev to Uat.
* **Reports and Dashboards/ Permission set: -**Created Reports & Dashboards for the having the count of total number of Bundles available across different Modalities. Reports & Dashboards available in both Modeling and Production.Work in progress to have Regional models count.

**PROJECT –** Baxter **(1st July 2015to Aug 2016)**

**Project Role Title: Developer**

**Role Description:**

* **Development:** Have worked on both Sales cloud as well as Service cloud. Responsible for development of functionalities implementing Salesforce CRM tool and Force.com platform to meet the Customer Sales and Service needs. Also responsible for support and maintenance of these complex enhancements.
* **Data loader/Salesforce.com /Workflow/Approval process: -**Worked with data loader on all available operations(Insert, update,upsert,delete,etc). I have created complex workflow rules and Approval process and configurational changes .
* **Data Migration/Change set/Apex/Data Export**: - Responsible for development of requirements in test environment ,after tested by QA team ,was responsible to move the changes to production environment.
* **Permission set/Reports and Dashboards: -** Created Permission sets , Reports & Dashboards as per client requirements.
* **Documentation:** Created Technical Documents (TDs) based on Functional Documents (FDs) provided by the On-Site Team.

**PROJECT –** The McGraw-Hill Companies - CMDB**(1st July, 2014to 30 June, 2015)**

**Project Role Title:** Developer

**Role Description:**

Responsible for development, support, maintenance, and implementation of complex components of the project module. Involved in providing training to new team members.

**Team Size: 25**

**Environment: SFDC, Force.Com**

**Project Description**:

The Configuration Management Database (CMDB) is the system the MHE-GI uses to assist in managing these assets, from servers to business applications (“apps”). CMDB is a cloud application on the salesforce.com platform (SFDC), which was migrated from a previously existing SQL Server instance and a Microsoft Access front-end.

This is a Project in which we designed various functionalities like

* **SFDC Objects and Data Model:**The foundation of the design for the CMDB cloud application is the creation of custom “objects” on the salesforce.com platform. For many-to-many relationships (such as multiple servers related to multiple apps etc.), we used junction objects that act as a relationship bridge between primary objects. We used “lookup” relationships, which are out-of-the-box SFDC relationships that don’t add complexity based on parent/child rules.
* **Approval Process:** I have created two types of Approval Process i.e. Field Update Approval process and new record Approval process on over 75 objects.
* **User Interface Configuration:** I have set up page layouts for each CMDB object and at least one SFDC View for all objects that have a tab. CMDB administrators, and even individual CMDB users, can create new views for their other objects as the system evolves.
* **Workflow Rules/Permission Set:** I have created complex workflow rules and permission set and Triggers for Approval process.
* **Sandbox Testing**: Tested the entire application in **SIT** Environment using Quality Center tool (QC) until the application run bug free.

**PROJECT: APPLE CRM(10stFeb, 2014 – 30th June, 2014)**

**Project Role: Developer**

**Team Size: 2**

**Project Description:**Apple CRM is a dedicated Sales cloud application where in AppleExecutives(users) and Managers work closely with their customers tocapture and record the upcoming business opportunities and forecast. Improve the sales and marketing of their product by capturing andconverting the qualified Leads, and conduct Campaigns. Maintain thereports and Dashboard to estimate the future and monitor sales targetsacross different dimensions.

**Roles and Responsibilities:**

* Solving user requests and issues that are logged in as Case recordswithin the application**.**
* Maintaining Activitysheet,time sheet and Status report.
* Creating Reports & Dashboards asper client requirements.
* Enhancement Functionality.
* Unit testing via developer console.
* Responsible for creating test methods for apex class and providing better code coverage.
* Extensive utilization of data loader to perform bulk operations data in your Force.com environment.

**Technical Skills**

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| --- | --- |
| Salesforce Platform | Apttus configure, price & Quote, Apttus Contract lifecycle management (CLM),Workflow & Approvals, Dashboards, Reports, and other Salesforce standard features. |
| Tools | X-Author Excel, X-Author Contracts, Data Loader, HP Quality Center (QC), SDM 12 Global GY  HP PPM, Serena PVCS Version Manager, ATOS SDM 12. |
| Technologies | Apttus, Salesforce.com(SFDC) platform |
| Certifications | Apttus Quote to Cash. |

**Educational Qualification**

* Completed Master degree i.e. Masters of Computer Application from **Amity University Noida**

**Personal Dossier:**

* **Father’s Name Mr. Mahesh Giri**
* **Date of Birth 25 Jan**
* **Language Known English, Hindi,German**