

# Gaurav Garg

Salesforce | Apttus CPQ Consultant

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**LinkedIn:** <https://www.linkedin.com/in/gaurav-garg-49274745/>



## PROFILE

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- CPQ Functional Consultant with over 14 years of IT experience with ERP/CRM and CPQ implementations.
- Having 6+ years of Salesforce experience and over 4+ years CPQ experience.
- Presently working with **TCS** for last **6+** years as Associate Consultant.

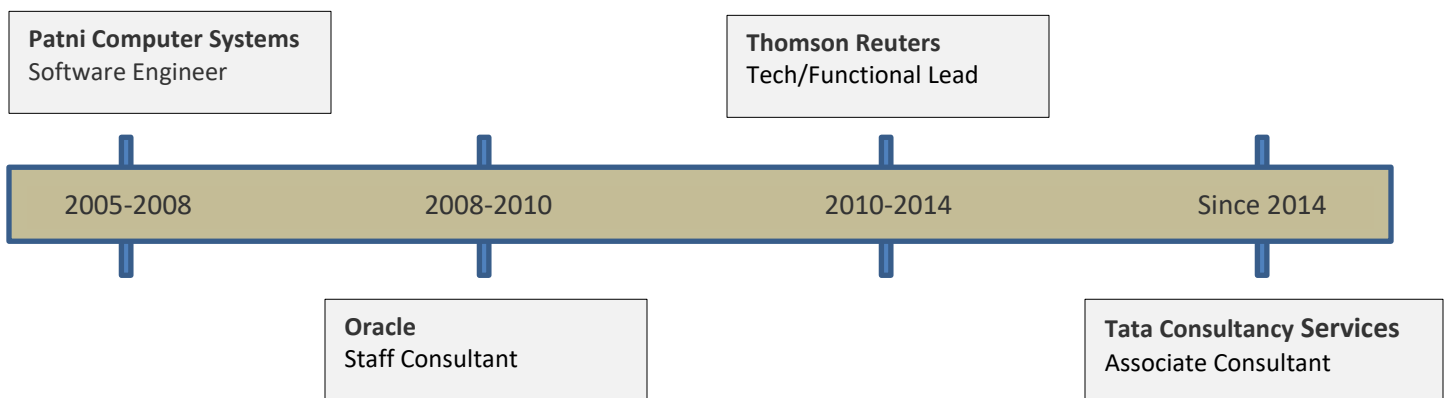
## SKILLS

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Salesforce CRM (Sales & Service) | Salesforce CPQ | Apttus CPQ | Siebel CRM

## WORK EXPERIENCE

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## KEY PROJECTS

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Thomson Reuters, GE HealthCare, Refinitiv, MTN Group, Mobily Telecom, Genworth Financial, MetLife Insurance

## KEY RESPONSIBILITIES

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- Work with various IT Architects, SME's to define and design systems, be responsible for process and system documentation, configuration, administration and customization of SFDC Solution.
- Write new requirements / User Stories/ Solution design documents for new functionalities (New features, CRs, Product improvements)

- Experience on Leading the Product & Pricing Modelling Design.
- Hands on ability to manage user permissions, configure product, pricing rules, approvals, validation rules and changes to user interface.
- Experienced with coaching technical leads and developers, including estimating software development in Agile.
- Analyse main business processes and requirements and translate into IT solutions.
- Develop Customized solutions with in the Salesforce platform to support critical business functions and meet project objectives, client requirements and company goals.
- Provide estimates of the level of efforts to implement the solution, provide direction during the evaluation of business requirements as to whether it can be met with out of the box functionality or customization.
- Understands how the IT solution supports the Business Process, Owning the end to end flow and make sure functionality is intact.
- Point of contact for all questions regarding system setup & configuration, these questions may come from the customer or from the development/QA team.
- Maintain a flexible and proactive work environment to facilitate a quick response to changing project requirements and customer objectives.
- Builds a trusting relationship with major project stakeholders and leads them to adoption of the best solution.

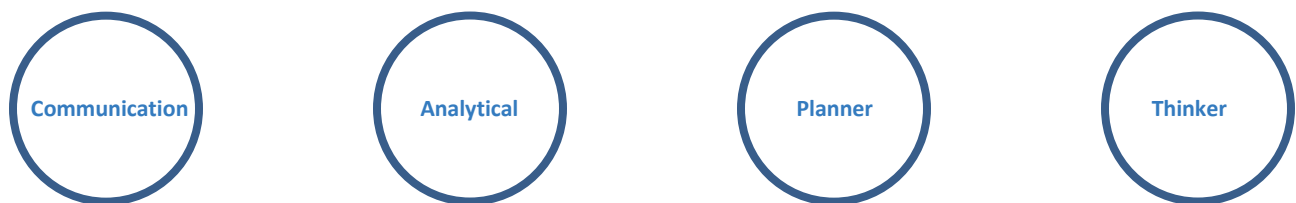
## TRAINING AND CERTIFICATIONS

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|--|---|
| • Salesforce Certified CPQ Specialist                | Salesforce Certified Platform App Builder       |
| • Salesforce Certified Platform Developer I          | Salesforce Certified Community Cloud Consultant |
| • Salesforce Certified Sales Cloud Consultant        | Salesforce Certified Administrator              |
| • Salesforce Certified Service Cloud Consultant      | Salesforce Certified Advanced Administrator     |
| • Salesforce Certified Sharing & Visibility Designer |   |

## SOFT SKILLS

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## EDUCATION

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### **Bachelor of Engineering / Bachelor of Technology, Information Technology**

B.M.A.S Engineering College  
B.R. Ambedkar University, Agra

Completed  
72%

## PERSONAL DETAILS

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Father's Name:	Mr. Mahendra Kumar Garg	Marital Status:	Married
Gender:	Male	Nationality:	India
		Passport No.	Z5662310, Expires 09/08/29
<b>Address:</b>	10081, Prestige Tranquillity, Near Budigere Cross Bangalore, Karnataka		

## Declaration



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Gaurav Garg