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| Satyanarayana Pusuluri  <https://trailblazer.me/id/spusuluri> |  |

Ph: +91 8886445653 Email : satyap.sfdc@gmail.com

***Professional Summary***

- Result oriented professional with over 14 years across IT sector. Currently working as Design Lead and Architect for salesforce CRM and CPQ.

- 7+ years in Salesforce.com Experience in SFDC related technologies such as Apex, Visual Force and Web Services API include 4 years’ Experience in Apttus CPQ and Salesforce CPQ.

- Technically competent developer with extensive experience in handling delivery assignments in various platforms & technologies –Salesforce.com, Apttus, IBM Tivoli Omnibus, JSP, Microsoft.Net and SQL Server.

- Experience in Salesforce CRM and CPQ (Steel Brick) Configuration and Customization and Apttus CPQ & CLM. Having SFDC 14X certifications and Apttus CPQ 201, 101 and CLM 101.

- Proficiency in Self-management, prioritizing project deliverables, achieving collective objectives through team effort, excellent Analytical and Reasoning skills. Strong organizational skills, out-of-the-box thinking, and innovative problem-solving abilities

- An effective leader and communicator with strong interpersonal, leadership, analytical and relationship management, Trouble shooting and problem-solving skills.

***Education***

Master of Computer Applications (MCA) Bangalore University, Bangalore, India

***Professional Experience***

***Accenture***<https://www.accenture.com>  *from Nov 2017 to Till Date*

*Associate Manager Level 8, Application Development Hyderabad*

*Responsibilities*:

* *Involved in Architecture, Design and Development for Apttus CPQ & Salesforce CPQ.*
* *Involved in Solution Architecture, Project Estimation, Proposals and SOW.*

***Harman Connected Services***<http://services.harman.com>  *from April 2017 to Oct 2017*

*Senior Architect 12B, Product Development Bengaluru*

*Responsibilities*:

* *Involved in Project Architecture and Design for SFDC sales and service.*
* *Involved in coding Using Apex classes, controllers, simplification of test classes and triggers.*

***Tech Mahindra*** <http://www.techmahindra.com> *from Oct 2013 to April 2017*

*Tech Lead U4, CSFDC Hyderabad*

*Responsibilities*:

* *Involved in Design and Development of SFDC and Apttus CPQ.*
* *Involved in sprint planning and along with all phase to complete.*
* *Design and Creating of new application, objects, formula etc. as per requirements*

***Capgemini India Pvt.Ltd***<http://www.capgemini.com/> *from May 2010 to Oct 2013*

*Senior Consultant P4, ITS. Bangalore*

*Responsibilities*:

* *Involved in Development and configuration of SFDC.*
* *Involved in coding Using Apex classes, controllers and Triggers, Web Services to enhance application functionality. Creating of new application, objects, formula etc. as per requirements*

***Infrasoft Technologies***<http://www.infrasofttech.com/> *from Sep 2006 to May 2010*

*System Analyst, Retail Banking Mumbai*

*Responsibilities*:

* *Requirement Gathering and Changes according to requirement in Development*
* *Preparation of Technical Design Documents for the enhancements.*

***Datanova(I) Pvt. Ltd.***[*http://www.*datanova.com/](http://www.datanova.com/) *from Jan 2006 to Aug 2006*

*Software Engineer, Retail Market Goa*

*Responsibilities*:

* *Coding, Unit Testing and Reviewing*

***Skills Profile***

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| **Domain** | SFDC CRM , Apttus CPQ, Salesforce CPQ(Steelbrick), Apttus CLM |
| **Salesforce.com** | Apex, Visual Force, Apex Triggers, Workflows, Approvals, Emai Templates, Web Services, Formulas, Validation Rules, App Exchange, Eclipse, Process Builder, Flows, Lightning, Force.com IDE, Apex Data Loader, ssfdx CLI, VSCode, LWC workbench and Ant |
| **Database** | MS SQL Server 2005,Oracle 8i, My SQL, Sybase, SOQL and SOSL |
| **Quality & Security** | Rally, Jira, Visual Source Safe, Sourceforge, Egit, Jenkins |
| **Web Technology** | HTML, JSP, Java Script, Eclipse, VB Script, AngulaJS |
| **Languages** | Delphi5, Delphi.NET 2005 & 2007, ASP.NET, C#, Perl and Shell script |

***Management, Functional & Certifications***

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| Management, Functional & Leadership Skills | Experience in managing average team sizes of at least 5-10 resources. Strong presentation, organizational, interpersonal & communicational skills. Possess critical thinking abilities and analytical skills. |
| **Certifications** | **Salesforce.com Certified Administrator ADM 201**  **Salesforce.com Certified Sales Cloud Consultant**  **Salesforce.com Certified Service Cloud Consultant**  **Salesforce.com Certified App Builder**  **Salesforce.com Certified Platform Developer 1**  **Salesforce.com Certified Platform Developer 2**  **Salesforce Certified Sharing & Visibility Designer**  **Salesforce Certified Data Architecture and Management**  **Salesforce Certified Application Architect**  **Salesforce Certified Integration Architecture Designer**  **Salesforce Certified Identity and Access Management Designer**  **Salesforce Certified CPQ Specialist**  **Salesforce Certified Development Lifecycle and Deployment Designer**  **Salesforce Certified System Architect**  **Apttus 201 CPQ**  [https://trailhead.salesforce.com/credentials/certification-detail-print?searchString=U+p66FXVoM2A21yz0nWxZmB5gaTsg/LOY0DqDLV5ozOJSS0TmnaOptxONXRk4IzI#](https://trailhead.salesforce.com/credentials/certification-detail-print?searchString=U+p66FXVoM2A21yz0nWxZmB5gaTsg/LOY0DqDLV5ozOJSS0TmnaOptxONXRk4IzI) |

***Project Details***

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| **Project #1** | VMStar CPQ | **Client Name** | VMWare, USA |
| **Languages** | Salesforce CPQ, force.com, Visualforce, APEX | **Team size** | 17 |
| **Role** | Architect & AM | **Location** | Hyderabad |
| **Organization** | Accenture | **Duration** | July 2018 to till date |

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| **Description** |  |

VMware VMStar CPQ selling different Product Volumes is a portfolio of integrated application and user management solutions for VMware Peripherals, Velcould, VMC and Service products. These solutions take ModelN and application environments to the next level by providing radically faster application delivery, unified application and user management, while reducing IT costs drastically. App Volumes Advanced - an integrated application and user management solution for enterprise customers.

My valuable contributions -

* Collecting the requirements from client for product and pricing and refining them in to a Technical Stories with enough grooming.
* Designing the Solution as a POC for a set of stories and taking an approval from the client.
* Addition of Technical Tasks for all the stories and assigning them to the Team.
* Developing the Critical Stories and fixing the complex defects.
* Implementing Salesforce CPQ Templates, using API’s

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| **Project #2** | NOKIA CPQ | **Client Name** | NOKIA, Germany |
| **Languages** | Apttus CPQ, force.com, Visualforce, APEX | **Team size** | 6 |
| **Role** | Lead & Architect | **Location** | Hyderabad |
| **Organization** | Accenture | **Duration** | Nov 2017 to July 2018 |

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| **Description** |  |

Nokia is a global leader in the technologies that connect people and things. With state-of-the-art software, hardware and services for any type of network, Nokia is uniquely positioned to help communication service providers, governments, and large enterprises deliver on the promise of 5G, the Cloud and the Internet of Things.　 Serving customers in over 100 countries, our research scientists and engineers continue to invent and accelerate new technologies that will increasingly transform the way people and things communicate and connect.

These technologies include, Apttus CPQ OOB configuration for bundle products by using Attributes, Search filter, Constraint ruels etc., Salesforce.com, Force.com, Lightning/Apex.

My valuable contributions -

* Proven ability to design, optimize and integrate business processes across disparate systems.
* Experience developing and deploying custom end user systems.
* Experience overseeing team members.
* Have thorough understanding of OOP, design patterns, and enterprise application integration.
* Excellent analysis skills and the ability to develop processes and methodologies

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| **Project #3** | FCR Media Business Center | **Client Name** | FCR Media, Belgium |
| **Languages** | Salesforce CPQ, Community, force.com, Visualforce, APEX, AEM | **Team size** | 4 |
| **Role** | Design Lead & Architect | **Location** | Bengaluru |
| **Organization** | Harman Connected Services | **Duration** | April 2017 to Oct 2017 |
| **Description** |  | | |

FCR Media Business Center websites which are designed to make life easier. With 24 million lookups per year from Irish Buyers, goldenpages.ie is the most popular classified directory in Ireland. FCR Media is also a Google AdWords™ Premier SME Partner and as such is in a unique position to enhance your chances of being found on Google, our nation’s favorite Search Engine.

By authorizing some application, you give permission to this application for accessing your account's information. You always see what information will the applications want on Authorize page and decide whether you allow it or not. All granted authorization can be found in Manage section, where can be also revoked.

My valuable contributions -

* Design Customer Community with napili template.
* Involved in wire frame (UI) in AEM and integrated with Salesforce.
* Collaborate with development resources and provide technical guidance throughout the build, code review and test cycle.
* Define Apex Design pattern and best practices guidelines in implement phase.
* Design and developed Apex Batch Jobs and Schedule interface.
* Developed Triggers for applying the business logic on Database events

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| **Project #4** | GEHC Next Gen CPQ SFDC | **Client Name** | GE Healthcare |
| **Languages** | Apttus CPQ, X-Author, force.com, Visualforce, APEX | **Team size** | 6 |
| **Role** | Design Lead & Architect | **Location** | Hyderabad |
| **Organization** | Tech Mahindra | **Duration** | Dec 2015 to April 2017 |
| **Description** |  | | |

GE Healthcare CPQ Services are designed to connect productivity with care by increasing usability, enhancing performance, and optimizing a solution’s return on investment. GE Healthcare uses Sales CPQ CRM application which caters to the functional IT needs of it Equipment Sales & service teams. These applications provide end to end CRM functionality, from creating opportunity, quotes, customizing products, pricing, with interfaces to Customer Master System, BI, PDM, AR and the ERP - Order management systems to generate Sales Orders, AR - Invoices etc.

My valuable contributions -

* Responsible for Design & Architect related activities for SFDC-Apttus CPQ – Workflow and Pricing module and work closely with the develop and rest of build teams for Next Gen CPQ (Apttus) Global platform.
* Understand the GEHC strategic platforms and leverage right set of platforms and processes to deliver the most optimal solution.
* Bring build related best practices on the SFDC and Apttus platform.
* Product Configuration-Standalone, Bundle and Option products.
* Managing Product, Categories, Attributes and Product visibility.
* Managing Pricelist, Price list items, Price rules and price metrics.
* Configuring Constraint rules and creating product Default rules.

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| **Project #4** | GE OG SFDC – Account Module | | **Client Name** | GE Oil & Gas | |
| **Languages** | Salesforce.com, Web Services, Visualforce, APEX, Eclipse IDE | | **Team size** | 4 | |
| **Role** | Tech Lead & Architect | | **Location** | Hyderabad | |
| **Organization** | Tech Mahindra | | **Duration** | Mar 2014 to Nov 2014 | |
| **Description** |  | | | | |
| GE Account module is an integration solution between GE ERP applications and the Sales Cloud of force.com. Account module includes Leads and contacts. GE Account process includes KYC, CMF Approved, Risk module, Finance details, and subsidiary systems with ERP, Account modification request and Account plan.  My valuable contributions -   * Business interaction to understand customer requirements * Review work product of subordinates * Preparing and getting approval of design, functional and technical specifications from business * Creating various triggers and workflow. * Using Checkmarx and guide to team to avoid security scan negative results | | | | |
| **Project #5** | GE OG SFDC – PRM Module | **Client Name** | | GE Oil & Gas | |
| **Languages** | Salesforce.com, Web Services, Visualforce, APEX, Eclipse IDE | **Team size** | | 4 | |
| **Role** | Developer & Tech Lead | **Location** | | Hyderabad | |
| **Organization** | Tech Mahindra | **Duration** | | Oct 2013 to Feb 2014 | |
| **Description** |  | | | | |

GE PRM is a customized partner portal application for external partner users (i.e., Distributors, resellers and suppliers). Which contains partner On-boarding, sales enablement & marketing enablement. On-boarding includes training and certification, contract and document management, sales enablement includes opportunity registration and selling products in local language. For crating GE Account contracts there are various process stages (i.e., Commercial vetting, Recommendation and Application). The stages Application is process through PRM and get approvals, quotes and opportunity.

My valuable contributions -

* Creating Profiles for Partners
* Creating Partner Accounts, contacts and Users
* Common Opportunity Configurations
* Enabling Lead Conversion via the Partner Portal
* Customize homepage layout and tab setting

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| **Project #6** | ITS – Global Group COE | **Client Name** | Capgemini Global |
| **Languages** | Salesforce.com, Web Services, Visualforce, APEX, Eclipse IDE | **Team size** | 6 |
| **Role** | Force.com Technical Consultant & Team Lead | **Location** | Bangalore |
| **Organization** | Capgemini India Pvt Ltd | **Duration** | April 2012 to October 2013 |
| **Description** |  | | |

The intent of Capgemini new Infrastructure Transformation Services (ITS) is Capgemini global Cloud Computing and SaaS services Group. ITS goes beyond optimizing an organization’s infrastructure to address the fundamental design, build and running of its full informational structure—the Infrastructure—and thus enables it to access the full potential of Cloud Computing and Services. The project involves building a social enterprise platform using Force.com and Chatter API. The project also has integrations with Google Chat, Video and other external interfaces.

My valuable contributions -

* Analyzed and implemented the Security model (Object level, Field level and Record level) using Profiles, Roles and Sharing Model (Organizational-wide defaults & Sharing rules) settings
* Developed Triggers for applying the business logic on Database events
* Designed front-end pages with Apex and Visual Force
* Designed and developed Workflow rules and Validation Rules.
* Performed Unit Testing & Performance testing in Dev

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| **Project #7** | KPN SRMO and Legacy | **Client Name** | KPN, Netherland |
| **Languages** | Omnibus, Impact, Webtop, ASP, ASP.NET | **Team size** | 10 |
| **Role** | Team Lead | **Location** | Bangalore |
| **Organization** | Capgemini India Pvt Ltd | **Duration** | May 2010 to March 2012 |
| **Description** |  | | |

KPN is the leading telecommunications and IT service provider in The Netherlands, offering wireline and wireless telephony, internet and TV to consumers. KPN offers business customers complete telecommunications and IT solutions. KPN provides wholesale network services to third parties and operates an efficiënt IP-based infrastructure with global scale in international wholesale through iBasis.

KPN uses IBM Tivoli Netcool/OMNIbus to manage their complex network. The software can be deployed in a distributed, parallel or hierarchical fashion to support complex operations environments that span diverse geographic boundaries. When the software detects faults, they are processed in the ObjectServer, a high-speed, in-memory database that collects events from across the infrastructure in real time. The software enables your staff to hone in on the most critical problems and even automate the isolation and resolution of those problems.

My valuable contributions -

* Daily status and team meetings
* Work distribution and involve UAT
* Using Impact for Enrichment and Trouble Ticketing
* Working with Web GUI and WAPPI for N4N
* Involved in PQL Activities for maintaining the Quality of project.

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| **Project #8** | OMNI Enterprise 3.0 – Retail Banking | **Client Name** | Lagoon-Nigeria, Addax Bank-Bahrain |
| **Languages** | ASP.NET, SQL Server 2005, JSP, Jdk1.6, VB.Net and Reporting Services | **Team size** | 15 |
| **Role** | System Analyst | **Location** | Mumbai |
| **Organization** | InfrasoftTech India Limited. | **Duration** | April 2008 to May 2010 |
| **Description** |  | | |

OMNIENTERPRISE 3.0 is a web based project design which a growing Banking system would require. The design on one hand provides fully integrated On-line functioning, and on the other, the design supports modular growth and ease of maintenance. OMNIENTERPRISE 3.0 has been designed with an almost impregnable security system. Only Authorized Users can have access to the system.

OMNI 3.0 is developed based on Web Services where front end by using Struts and JSP based on SOAP technology. Back end Delphi.NET where the business logic developed on Delphi.NET.

My valuable contributions comprise below mention Modules-

* Loan Module.
* APAR (Account Payable and Account Receivable Module)
* Deposits (TD, FD & RD Modules)
* Checking Account (SB, CC & OD Modules)

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| **Project #9** | NEFT(National Electronic Fund Transfer) and RTGS - SFMS Interface with External Bank Applications | **Client Name** | TJSB-Mumbai, MSCB-Mumbai, NNSB-Nasik, Saraswath Bank-Mumbai |
| **Languages** | Delphi.NET 2007, SQL Server 2005, Jdk1.6, IBM MQ, Struts | **Team size** | 1 |
| **Role** | Sr. Software Engineer | **Location** | Mumbai |
| **Organization** | InfrasoftTech India Limited. | **Duration** | Aug 2007 to March 2008 |
| **Description** |  | | |

A message structure in SFMS (Structured Financial Messaging Solution) has been developed to take care of all kinds of Financial Transactions involved in Indian Banking System which was developed by TCS, Hyderabad. The message structure is an adoption of an international standard SWIFT with minor modifications to take care of the additional messages required for Indian banking needs. The solution will enable the Banks to carry out Inter-Bank/Inter-Branch transactions. SFMS API is the application interface for External Bank Applications to send and receive messages.

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| **Project #10** | OMNIEnterprise 2.0 -CBS (Core Banking Solutions) | **Client Name** | More than 40 Banks Syndicate Bank,TJSB-Mumbai, MSCB-Mumbai, Saraswath Bank-mumbai |
| **Languages** | Delphi5, Oracle, SQL Server 2005, VB.Net and Reporting Services (SSRS). | **Team size** | 20 |
| **Role** | Software Engineer | **Location** | Mumbai |
| **Organization** | InfrasoftTech India Limited. | **Duration** | Sept 2006 to July 2007 |
| **Description** |  | | |

OMNIENTERPRISE design incorporates certain key principles to meet challenges, which a growing Banking system would require. The fully integrated On-line functioning, and on the other, supports modular growth and ease of maintenance. The security coverage by implementing stringent methods & procedures on login procedures, Transactions management and database handling.

OMNI Enterprise is a fully integrated banking solution with multi-entity & multi-currency accounting & MIS. From a high level business perspective, CBS-The Retail Banking solution offers highly parameterized retail banking functionality geared to scale up to manage structured retail portfolios for clients.

My valuable contributions comprises below mention Modules-

* Saving & Current Accounts Module.
* Information Gathering for module Development
* Client Site Demo and Report generation.
* Data Purging Utility, Data Conversion/Migration.

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| **Project #11** | Windows Shopping System (POS) | **Client Name** | NKL society, Norway, MEGAFLIS Norway |
| **Languages** | Delphi5, Sybase | **Team size** | 8 |
| **Role** | Software Engineer | **Location** | Goa |
| **Organization** | Data Nova (I) Pvt. Ltd. | **Duration** | Jan 2006 to Aug 2006 |
| **Description** |  | | |

A modular Inventory control, POS (Point-Of-Sale), POP (Point of payment), loyalty, smart card and accounting system

POS (point of sale)

These are the workstations where the products are fronted to the customers. Enabling scanning of different types of product codes, bar coded cards, and connecting to the weighing scales, smart cards read/write devices, receipt and bill printers, the system provides excellent product and customer tractability through the handling of sales orders, customer Invoices and ordering.

The product comprises of 2 main parts:

1. Back Office

2. Sales Terminal

Back Office is the controlling unit of the system. It is used for maintenance of Items, Item Groups, Departments and Regions, defining the logical grouping of Items, Report generation, Stock analysis, User rights, and Customer/Supplier maintenance, Supplier bills, Customer invoices, Order handling, Label generation, Banking system, Smart card system etc.

***Personal Details:***

Sex : Male

Date of Birth : 10/05/1977

Known Language : English, Telugu, Hindi and Kannada

National : Indian

Passport : Available

Passport Expired : 03/02/2021

Hobbies : Tennis, Reading Books