

**Nageswara Rao Jakkula**

**Mobile:+91-949 348 6969**

**Email: jakkulanr@hotmail.**

**Professional Experience:**

* Overall, 6+ years on Salesforce.com Experience as a Developer & Team lead.
* A seasoned Salesforce CPQ Specialist with expertise in implementing complex Product Models, Pricing Structures, Price Rules, Product Rules, Price Dimensions, Lookup Queries, Multi-Currency simplification and Quote documents.
* Hands-on experience in SFDC configuration like validation Rules, Roles, Profiles, Permission sets, Workflows, Record Types, Roles, Custom Settings, Process Builder, Profiles & permissions and sharing settings, Reports, and dashboards.
* Data Management with tools like data loader.
* Migrating Components to different environments using ANT, Eclipse and Change sets.
* Managing Repositories using Source tree and Bit Bucket.
* Force.com platform, Apex Programming, Visual force pages, Triggers, Workflows, Force.com Sites, Salesforce to Salesforce, Integrations.
* Experience at onshore solving problems working with end users

**Certification:**

* Salesforce Certified CPQ Specialist

**Work Experience:**

* Working as a Salesforce Engineer for Streamforce Solutions, Hyderabad, from July 2019
* Worked as a Sr. Data Engineer for Gathi Analytics, Hyderabad from July 2017 to Apr 2015

**Technical Skills:**

|  |  |
| --- | --- |
| Primary Skill category | Salesforce, Steelbrick CPQ |
| Web Technologies | HTML |
| IDE | Eclipse, sublime text |
| Scripting Languages | Java script, CSS |
| Integration | Rest API |
| Data migration | Changeset, Data Loader |

**Project: Salesforce CPQ implementation**

**Client Name: Perceptyx**

**Team size:3**

**Technolgies: Salesforce CPQ, Lightning Interface**

**Description:** Perceptyx provide end to end People Analytics for enterprise customers. This project involves implementation of Salesforce CPQ.

**Roles &Responsibilities:**

* Migrating Components to different environments using ANT, Eclipse and Change sets,
* Create new Lighting Components are update the exiting Lightning Components.
* Creating new price rule sets price methods and summary variable
* Creating New products groups and Configuration rule
* Create new price Books and Add the price book entry under that price book
* Create new Quote templates for the countries
* Involved customizing the quote templates

**Project: Arjo Healthcare (Salesforce CPQ)**

**Client Name: Arjo HealthCare**

**Team size:3**

**Technolgies: Salesforce CPQ, Force.com, Apex, Lightning Interface, NetSuite integration**

**Description:** Arjo Healthcare applications provide end to end CRM & CPQ functionality, from creating Opportunity, Quotes, customizing products, pricing, with interfaces to Customer Master System SAP.ERP Accounts, products VAT Delivery charges came from SAP System. ERP accounts has link with CRM accounts.

**Roles &Responsibilities:**

* Migrating Components to different environments using ANT, Eclipse and Change sets,
* Create new Lighting Components are update the exiting Lightning Components.
* Creating new price rule sets price methods and summary variable
* Creating New products groups and Configuration rule
* Create new price Books and Add the price book entry under that price book
* Create new Quote templates for the countries
* Involved customizing the quote templates

**Project: GEHC Next Gen CPQ SFDC**

**Client Name: GE Healthcare**

**Team size:6**

**Technolgies: Salesforce CPQ**

**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 its 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.

**Roles &Responsibilities:**

* Responsible for Design & Architect related activities for SFDC-CPQ – Workflow and Pricing module and work closely with the develop and rest of build teams for Next Gen CPQ (Apttus) Global platform.
* Collaborate with development resources and provide technical guidance throughout the build, code review and test cycle.
* 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.