

# NISHI KUSHWAHA

## CONSULTANT AT DELOITTE

✉ nishikushwah@gmail.com ☎ +91-8000803564 📍 Bangalore, India  
🐦 nishi\_kushwah in nishi-kushwaha

### SUMMARY

---

A sharp IT professional with 6+ years of experience, working in the Salesforce ecosystem for 5 years. Seeking a quality environment where my knowledge & skills can be shared and enhanced for the betterment of my organization.

#### Highlights:

- Experience in Salesforce.com development and Configuration
- Excellent client communication and consulting
- Passionate about learning new things and enhancing my skills to deliver the best quality to my clients
- Well-equipped with knowledge pertaining to products like Apttus CLM, CPQ, ABO, X-Author for Excel and X-Author for Contracts
- A strong follower of SDLC and company-oriented processes

### EMPLOYMENT

---

**Deloitte**, *Consultant*, Bangalore May 2018 - Current

- Working in Implementing Apttus QTC solutions for clients in Healthcare Domains
- Started my journey as X-Author for Excel and CPQ expert.
- Working typically in an Agile manner, I work closely with the Solution & Technical architects and one-on-ones with my clients to ensure I help them turn business need into technical reality.
- Have also started leading a team and getting involved in estimations

**Apttus**, *Consultant*, Ahmedabad Jan. 2015 - May 2018

- Started my journey as an Associate Application Engineer and have quickly risen through the ranks to be a peer-nominated Lead Developer on several projects.
- Responsibilities include the implementation of Salesforce & Apttus solutions, usually within Salesforce Sales Cloud, using Force.com technologies such as Apex and Visualforce and well as numerous Apttus Quote to Cash technologies.
- I also have experience of Deployment, Data Migration and Apttus X-Author for Excel.

**LogicalBit Technologies Pvt Ltd.**, *Associate Software Engineer*, Ahmedabad July 2014 - Jan. 2015

- Developed a web application which maintains information and leave records of staffs of a company. Admin can add, update, delete and search the information of a particular employee. The employee can view their information, leave records and search other employees of the staff.
- Developed a Server using UDP protocol for data communication, in which the communication is initiated by the client. Once Server receives data it will find Client IP, Port, and stores all the information received from the client into the database. The server will use the Client IP and Port to send the response.

**Elitecore Technologies Pvt Ltd.**, *Project Trainee*, Ahmedabad Jan. 2014 - July 2014

Involved in Test Case Authoring/logging using Qmetry/Jira, Eend to End testing of CRESTEL BSS G5 Product for Project Specific Group. Also contributing in automation testing using HP QTP.

### CERTIFICATION & AWARDS

---

**Spot Award**, *Deloitte* Aug. 2019

**Applause Award**, *Deloitte* Mar. 2019

**Salesforce Certified Platform Developer 1**

**Apttus 202 CPQ Certification**

**Salesforce Certified Administrator**

**Apttus CLM Certified**

**Apttus CPQ Certified**

**Quote-to-Cash Certified**

**Special Mention for Innovative Project**, *AES Institute of Computer Studies* 2013

Got Awarded by AES Institute of Computer Studies for leading and completing an outsourcing project named "MIS Performance Dashboard For Pennsylvania State Government (USA)" with students of "Drexel University", Pennsylvania.

**2nd place in i-Papyrus event of "I.FEST' 12"**, *IEEE STUDENT BRANCH DA-IICT, Gandhinagar* 2012

Presented a paper titled "E-Voting: Implementation and Implications".

### EDUCATION

---

**AES Institute of Computer Studies (Ahmedabad University)**

MCA Computer Software Technology 2014

**St. Xavier's College, Ahmedabad (Gujarat University)**

BSC Physics 2011

## SKILLS

---

**SALESFORCE:** Apex, Batch Apex, Configuration, Deployment, Data Migration, Tooling API, VisualForce, Integration  
**APTTUS:** CPQ, CLM, CPQ Pricing, CallBacks, ABO (Assests), Attribute Based Config, X-Author Contracts, X-Author Excel, Promotions  
**TOOLS & IDE:** Mavens Mate, Sublime, SourceTree, GIT, JIRA, Eclipse, Confluence, Tortoise SVN, HP ALM  
**PROGRAMMING LANGUAGE:** JAVA, Apex, C, C++

## PROJECTS

---

### Legacy Data Processing System

Apttus implemented a Data Processing System for one of the Global Fortune 500 companies. The system validates the data from the client's legacy system according to the business requirement and loads the validation passed records to the Apttus Specific Objects. The data was in terms of thousands.

Responsibilities:

- Worked as a lead developer and was one of the longest running team members into the team.
- Look for enhancements to the solution and work with the Technical Architect to implement it.
- Responsible for running the mocks, sending the daily status of the mocks and working closely with clients in order to ensure the correctness of data.
- Responsible for migrating the production data from the client location.
- To provide knowledge transfer to new team members and to be available for them as and when required.

### Apttus CPQ Implementation

CPQ, or Configure Price Quote Software is a sales tool designed to help companies produce accurate and highly configured quotes making all of the complex product, pricing, and business rules centralized, automatic and available in real-time, so sales have everything they need at their fingertips.

I have worked on various CPQ implementation for Apttus Clients.

Responsibilities:

- Working with the onshore team to understand the requirements and solutions.
- Ownership and execution of end to end implementation of solutions from requirement gathering to implementation and support.
- Coordinate with the Partner's involved in the implementation of the project and help them to understand the solution.
- The various CPQ modules I have worked on include Product & Pricing, Callbacks, Attribute-Based Configuration (ABO), Assets, Configuration Rules, Costing, Collaboration, X-Author for Word etc.

### Apttus X-Author for Excel

X-Author empowers users to add and update records for any number of objects from Excel while maintaining the permissions, rules, and security of your Salesforce system. I am among the first few people in Apttus, to learn X-Author for excel. Build 3-4 complex apps for Global Fortune 500 company.

Responsibilities:

- Assisted in designing the solution of the app.
- To write complex macros in order to achieve the complex business requirement.
- To show demo to the clients and train them on how to use the app.
- Experience is X-Author for Excel Data Migration app too.

## ACTIVITIES

---

### Speaker in India Dreamin 2017, *No Code, Low Code, High Code, Why Code*

This session walks through the concepts of No Code, Low Code and High Code on the App Cloud, exploring the implications and application of each.

### Hyderabad WIT Summit

An event organized by Salesforce where we had discussed challenges that women are facing in the professional world and how they can be empowered.

### Speaker in Jaipur Dev Fest, *Session Title: Know Your Limits, Play Within It.*

The session was focused on Salesforce Governor limits, their pros and cons. Different examples where governor limit was a hurdle and the how it was overcome.

### Ahmedabad Salesforce Developer User Group

Jan. 2017 - Aug. 2018

Co-Leader of Salesforce Developer User Group in Ahmedabad

### Ahmedabad Women In Tech

Encourage the girls to join the group as well as help the leader in making the event successful.