

Sai Teja Vissa, B. Tech, M.B.A

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OVERVIEW

- 3 years of experience in analysis, design, development and maintenance of Enterprise applications and vendor based financial service web applications.
- Experience in Salesforce Admin, CPQ and data management
- Exposure to both Agile and Waterfall software development models
- Proficient in Analysing data relationships and data loading to various systems.
- Skilful in analysing data and formulating complex Reports and Dashboards using Salesforce, Tableau and Power BI.
- Hands-on Experience on Salesforce revenue cloud (CPQ)

TOOLS AND PLATFORMS

- SQL, Eclipse, Visual Studio Code for Salesforce, Salesforce CPQ and Admin
- Power BI and Tableau for dashboarding and report generation.

EXPERIENCE

Salesforce Consultant (April 2021-Present)

OmniCloud Consulting Pvt td

- Participate in Pre-Sales activities such as Discovery, Scoping and Solution to provide estimates for the project implementation.
- Acted as a Consultant on various projects related to Salesforce admin and CPQ projects and worked with the solution architect and Business Analyst to translate the customer requirements into an implementation
- Worked on data loading for salesforce CPQ projects.
- Worked on several integrations like Zoom info and LinkedIn Sales Navigator to CRM and worked on mapping them with certain Automations.
- Prepare project documentation such as Functional Specification documents, Solution Design Document, UAT Training Guides etc.

Responsibilities:

- Configured Products, Bundles, Bundles within Bundle, Price Lists across all products.
- Various pricing factors like variance pricing, volume-based pricing, attribute-based pricing has been Configured.
- Configured the complete attribute-based pricing and Price Matrices.
- Implemented product rules and price rules as per the business requirements.
- Created Quote templates as part of quote generation.
- Involved in end-to-end QA and UAT testing and validation of CPQ including Products, Pricing, quoting etc.
- Created Flows to automate Tasks, Email Alerts, Field Updates, time-dependent actions.
- Created Approval Processes, Email Templates in HTML to maintain, create, and manage user accounts, profiles, and security.
- Defined Org wide defaults to restrict access from users and Sharing Rules to provide access for limited users.
- Customized Page layouts for Standard/Custom objects and assigned Record Types.
- Worked with various salesforce.com Standard objects like Accounts, Contacts, Leads, Opportunities, Products, Price books and Cases.
- Implement new enhancements including creation of custom objects, workflows, email alerts and templates and campaigns.
- Maintain multiple user roles, security, profiles, and workflow rules.
- Setup Role hierarchy and create sharing rules to limit data visibility.
- Complete bulk imports of data using Data Loader.

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System Engineer (September 2014-July 2016)

Infosys Ltd, Bengaluru, India

Collaborated with various stakeholders and team members to contribute my knowledge and skills in IT to design, create and maintain services for a java-based (struts Framework) web application for Mercedes Benz Financial Services (MBFS).

It is a web Application that maintains the lease Contracts of Daimler Vehicle Lease renewals and new contracts for Benz Vehicle variants and performing credit check regarding the history of the funds and their performance for future decision making.

- Gathered the requirements and given the design that best suits for the business needs.
- Documented the requirements, User manuals and prepared "Flow and Design" charts.
- Provided End Customer training to align to the new system.
- Handled UAT and SIT and defect management.
- Worked with BA in requirement gathering workshops and prepared use case scenarios and work estimates.
- Actively took the role of Data migration Associate in maintaining the data integrity throughout the system in Datamart side of Development through Databases and Using Unix shell Scripting to run Data batch jobs
- Managed the adherence to best practices and following industry approved frameworks during project implementation.
- Actively engaging in data analysis for the project and collaborated with onshore team located in the United States to complete the project to client specifications within the proposed deadline.
- Worked on the development, testing and implementation of the user module.

Internship (December 2013 – May 2014)

IDEA LABS, Hyderabad, India

- This internship enabled me to design an application on my own with industry level mentoring which led to the idea and design of a mobile application "Smart Chat" a creative multipurpose Android based chatting application.
- Took the lead for a group of four and coordinated the whole project with the project mentors.
- Managed the adherence to best practices and following industry approved frameworks during project implementation.
- Designed, developed, and implemented GUI application layouts.
- Developed reusable components that reduced the project time by 20% by using across various modules.
- Led and participated in conducting UAT, worked along the customer team in training them on system usage.

EDUCATION

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| Master of Business (H.R.M), Queensland University of Technology (QUT), Australia | (2016-2018) |
| Bachelor of Technology (Information Technology) from JNTU, Kakinada, India. | (2010-2014) |

CERTIFICATIONS

- **Salesforce CPQ Specialist**
- **Salesforce Administrator certified**