Somnath Garai

PROFILE OVERVIEW

Senior Application Development Analyst
Master in Computer Application
NMIMS University

+91 9870098819
somnath.madhu.garai@accenture.com

https://trailblazer.me/id/sgarai

- Have been working with Accenture since 5+ years.

- Experience in Salesforce CPQ implementation since past 3 years.

- Have worked on requirement related to data sourcing, integration/movement, metadata management. Creating solutions to ensure high quality data and recommended changes to ensure proper data stewardship.

- Lately, was also engaged in designing and implementing Einstein Analytics and Einstein Discovery business solutions.

- Trained and aspiring certification in Vlocity Essential Platform and Vlocity CPQ which caters industry specific solutions and implementation

- Aspiring to become **Quote-To-Cash specialist**

RELEVANT EXPERIENCE

Siemens CPQ
Release Journey:
- Implemented Salesforce CPQ solution across **40 counties** for Siemens SDO division and **4 countries** across the SPG division, in **13 releases.**
- Delivered Oracle CPQ functionality within Salesforce CPQ allowing Siemens to save the **~USD 800K/year** license cost on Oracle CPQ
- Salesforce CPQ user base for client was around 430 and planned to expand to more than 800 post success of Oracle CPQ sunset.

Individual Journey:
- As a CPQ Consultant, was involved in understanding business requirements and implement the deliverables based on discussed solutions of quotations and sales through Salesforce CPQ package. Interaction with Product Owner, Scrum Master and Onshore team for requirement delivery clarifications, work estimations and optimize implementations.
- Implementation on dynamic Quote template for quote documentation using nested quote terms, Configuration of simple and complex products, managing products, pricebooks and price entries. Complex Pricing structure to drive the Order Process. Knowledgeable about CPQ object data model (object relationships, twin fields, data migration, localization) and about CPQ package level settings and managed package considerations. Implementation of Advance approval process for Quote and Order objects. This includes multi-tiers serial or parallel approvals process based on complex conditions
- Created meaningful and relevant dashboards through the application of UX design principles and Einstein Analytics best practices. Also explored the predictions power through Einstein Discovery.
- Was involved in data deployment activities through out the sandbox orgs and production to maintain the data consistencies with the aim to minimize the bugs related to deployment.
- Training new peers on CPQ concepts, providing functional and technical support. Reviewing peer deliverables and ensuring implementation as per client's and Salesforce best practices. Resolving bugs discovered in various phase such in QA, UAT and PROD.
- Trained in Vlocity Admin and Vlocity CPQ which caters to industry specific solutions and implementations

RELEVANT SKILLS

Functional/Technical expertise	**Industry expertise**	**Platform Proficiency**	**Language Proficiency**
• Salesforce CPQ	• Industrial Equipment	• Salesforce CPQ	• English
• Einstein Analytics	• Communication, Media & Energy	• Vlocity Admin	• Hindi
• Salesforce Admin		• Copado, ANT	• Marathi
• Copado Admin		• Dataloader.io	• Bengali