

# Sarath Sunku

## SENIOR DIGITALCLOUD CONSULTANT

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### SUMMARY

An Accomplished and Passionate Salesforce Quote To Cash(QTC) Professional with 5 Years of comprehensive experience in understanding, designing and implementing solutions on various business verticals of Salesforce/Apttus; CPQ, CLM, SRM, Billing Management, Revenue Recognition, Order Management, Asset Based Ordering etc covering the whole footprint of QTC (QuoteToCash).

Proven track record of successful Discovery, Scoping, On-boarding, Implementing, Managing, Tracking Usage Metrics and Renewing multiple accounts with a combined value of more than \$7 Million ACV.

Apart from creating SaaS e-commerce solutions to clients like Broadcom, IBM, VISA etc having the expertise in performing metadata and data migration between different environments using ANT, X-Author Excel, SQL etc excelled myself in modern business transformation practices.

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### EDUCATION

San Jose State University  
**Computer Engineering**

San Jose, California  
Graduated August 2015

GITAM University  
**Electronics and Communication Engineering**

Visakhapatnam, Andhra Pradesh  
Graduated May 2012

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### EMPLOYMENT HISTORY

Deloitte  
**Digital Cloud Senior Consultant**

Miami, Florida  
April 2018 - June 2019

Apttus Corporation  
**Salesforce Solutions Consultant**

San Mateo, California  
July 2015 - March 2018

Dell International  
**Senior Technical Associate**

Hyderabad, Telangana  
May 2012 - August 2013

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### PROJECTS

#### **QTC for IBM on Salesforce Platform**

- Configuring multiple products, pricing and discounting structures for complex AI products (IBM Watson, Bluemix etc..) as per their current setup in Market Place, Software Quote and Order (SQO).

- Actively involved in the requirement gathering processes in client locations and experienced in advising, building robust solutions far ahead of the prescribed tight deadlines.

- Designing Apttus solutions for complex quoting needs of various product teams and co-ordinating on numerous monthly releases for constantly changing business needs.
- Collaborating with cross functional teams and roles like Technical Developers and Architects, Business Architects, Dev-Ops, Product Success and Iteration managers, Support Engineers and Engagement Managers also in offshore to build a top class solution for the client.
- Analyzing, configuring, developing, testing CPQ and few downstream implementations like Billing, Revenue Recognition and Asset Based Ordering.
- Expertise in delivering complex Apttus Approval Processes, Deal Guidance mechanisms, Constraint rule combinations on various dimensions as per industry requirements.
- Participated in Apttus decision making advisory council of new features in upcoming packages, product launches, upgrades etc.

### **VISA (CPQ - Quoting Products and Approvals)**

- Diagnosed implementation errors and poor practices preventing clients from realizing value analytics and optimized solutions.
- Designed storyboards and created user stories for processes to track new client requirements.
- Understanding the strategic direction set by senior architects, achieved the project deadlines ahead of time with perfection.
- Created test strategies and scripts for automation testing to make processes efficient and smooth.
- With solid understanding of infrastructure planning, scaling, design and operational considerations that are unique; configured and guided the clients to reach their goals.
- Identified, assessed and solved complex business problems for area of responsibility where analysis of situations or data required an in-depth evaluation of variable factors.
- Created technical and functional design documentation, reporting on development activities. Simplified complex client's business requirements into Apttus design specifications.
- With some latitude in decision-making, acted independently to determine methods and procedures on new assignments.

### **Other CLIENTS and Domains**

- **Broadcom** (Box, Docusign, Okta integrations with Apttus CLM)
- **Medtronic** (Template Rationalization, FX2 Templates)
- **J&J Biosesne Webster, Inc** (Qlik Sense integration, SA Booking)
- **Ellucian** (CPQ- Apttus Advanced Approvals)
- **Bell Helicopter** (CPQ – Biggest Product Catalogs, Categories and Sub categories)
- **CARTUS** (CPQ – Complex Excel Calculations and Customization)
- **Pacific Dental Services** (CLM – Agreement types, Design Flow )

- **MedAssets** (CLM, Complex Deep Level templates and Clauses)
  - **Incyte** (CLM - Multi Step Wizard Flows)
  - **Abbvie** (CLM - Agreement Types, Sub-types and Permission Sets)
  - **EyeMed** (CLM – Data Migration and Deployment)
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## PROFESSIONAL SKILLS

Algorithms	Intermediate
Business Development	Expert
Salesforce.com	Intermediate
C, C++	Intermediate
JIRA	Intermediate
Public Speaking and Presentation	Expert
Mongo DB, SQL, Json	Intermediate

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## CERTIFICATIONS

Salesforce Admin	Native
Salesforce Platform Developer-I	Native
Apttus CLM	Native
Apttus CPQ 201	Native
Apttus CPQ 301	Native

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## OTHER INTERESTS

Marketing

Tech Gadgets & Articles

Stock Markets

Travel