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|  | |  | | Career Objective To acquire a position in a company where acquired skills and education would be utilized towards the growth and advancement of employee/organization. I believe my passion and hard work will help me to build a career in the IT sector. | |
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|  | |  | | Profile Summary  * A result-oriented professional with nearly 6 Years’ of experience working on salesforce. * Expertise in Apttus products like CPQ, CLM, Apttus Max, eCommerce etc. * Expertise in Salesforce CPQ. * Hands-on experience of working on e-commerce platform is an advantage. * Working on Microsoft Bot Framework using node.JS platform is a cherry on the cake.   **Employment Details**   1. **Apttus Software Pvt. Ltd.**   **19th Jan’ 2015 – 12th April 2019 with APTTUS Software Pvt. Ltd.**  **Apttus is famous for Quote to Cash product which is fully native on salesforce.**  Involved in development and customization of various Apttus products like CPQ, CLM, e-commerce etc and Implementing Apttus Max an AI Assistance... | |
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|  |  | | 1. **Affirma Consulting Pvt. Ltd.**   **15th April’ 2019 – 15th Nov 2019 with Affirma Consulting Pvt. Ltd.**  Involved in several projects which included high level data migration & metadata migration between different salesforce org. Also involved in structural changes of their data storage.   1. **Hansen Techsol Pvt. Ltd.**   **17th Nov 2019 – Till Now**  Involved in 2 projects having Apttus Contract Lifecycle Management & Salesforce CRM as a preliminary part for designing the solution for customer.  Also involved in providing solution using salesforce customization framework.  **Key Result Areas**   * First to start developing AngularJS applications in Apttus as the product was moving on Angular Platform * Developed a web-based app which logs user in using face recognition (Platform Used: Face++). * Worked on various large and complex deals of various companies like ABB, Hewlett Packard, and IBM. * Currently working on Apttus Max Product development using Microsoft Bot platform. * Capable of building components using lightning. * Successfully integrated:  1. Corona (HP Platform) with Apttus CPQ 2. SAP with Apttus CPQ 3. Face++ with Apttus e-commerce 4. Avalara Tax Integration   **Technical Skills**  **Domain expertise**: Apttus CPQ, Apttus CLM, Salesforce CPQ, Salesforce Billing, eCommerce.  **Languages known**: Apex, Angular.JS, Node.js, HTML, jQuery, JavaScript, Ajax, CSS, XML.  **Frameworks**: Lightning Web Component, Microsoft Bot Framework, Microsoft LUIS, Bootstrap.  **Platforms:** Salesforce, Apttus Intelligence Cloud on Azure platform.  **Database**: Oracle. | |
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|  |  | | **Projects**   1. **Company:** Alorica   **Implemented:** Metadata & Structural changes in data storage  **Description:** Alorica was the client who were suffering from bad data storage mechanism & bad designed environment to fulfill their business need by some other client. We were involved in putting their structural design as per their requirement. They came up with the requirement to use salesforce standard objects to store the data for which the previous organization have done it with custom objects. We have carried out the whole task in 1 month and made the changes as they required.   1. **Company:** Sykes   **Implemented:** Data migration & metadata migration  **Description:** Recently Symphony Venture were acquired by Sykes. Sykes decided to move all of Symphony’s business model into their own salesforce org. We carried out the whole metadata & data migration using Ant migration tool which included migration of Reports & Dashboards as well.   1. **Company:** Apttus (Internal)   **Implemented:** Max Chatbots Implementation  **Description:** We at Apttus have a product called Max which is an AI assistance using which customer can create Contracts as well as Quote and Orders. It is the first step moving forward to the AI part from Apttus. Currently we these chatbots to provide the same functionality to different clients such as IBM, Twillio, Square etc. I have been working on such implementation starting from April’ 18 till now.   1. **Company:** Apttus (Internal)   **Implemented:** Apttus Max Demos  **Description:** Max is artificial intelligence for the enterprise that enables users to interact with Apttus  Quote-to-Cash platform and other third-party enterprise software via a conversational user interface,  Such as with text or speech. And Max can be accessed through established channels such as Skype, Slack, and SMS.  I am the first to start developing application for Apttus Max which used Node.js as development platform, Microsoft BOT as Framework, Microsoft LUIS as AI Platform and Microsoft Azure as a server where the App is hosted. From April’ 17 till May’ 18, I have built more than 50 demos for different companies including IBM, Microsoft, Lenovo, Accenture, Getty Images etc.   1. **Company:** Hewlett-Packard   **Implemented:** Integrated with Corona configurator & Custom CLM Portal  **Description:**  There were 2 implementations:   1. **Integrated Corona:** HP has its own quote configurator called Corona which was very slow and old. They were interested in Apttus CPQ solution but they wanted to know if Apttus can replicate those quotes into salesforce by integrating with its Configurator, so for that i have created an integration for getting all the quotes with lines to Salesforce. 2. **CLM portal:** At that time salesforce's standard Agreement pages' user interface   was not that much good, they wanted to see pages with attractive designs, so that using AngularJS & Bootstrap i have designed a portal where they can fill Contract Details,  They can generate documents for the particular agreement on a Single Page.     1. **Company:** Apttus (Internal)   **Implemented:** Custom Lookups using AngularJS  **Description:** It was a kind of reusable component. As Apttus product moved on AngularJS,  each and every custom page we show to Customer we have a base of AngularJS. We used to  show type ahead inputs using jQuery, to overcome this problem, I have created custom lookups using AngularJS which works with any field on any object.   1. **Company:** Apttus (Internal)   **Implemented:** Component based ecommerce  **Description:** Previously, The ecommerce that we usually demos to customer was a single page which consist of Hugh amount of html & angular data. As it was a single page with all data, it was not possible for multiple person to work on same page, so I divided it into different VF components. As the code is now divided into different components, it’s easy for multiple persons to work upon.   1. **Company:** Honeywell   **Implemented:** SAP integration  **Description:** I have integrated SAP with Apttus CPQ for the purpose of creating an Order on SAP by sending quote & line items information from salesforce to SAP.   1. **Company:** Apttus (Internal)   **Implemented:** Single page application for creating approval process  **Description:** Apttus approval process is a functionality of taking approval for a specific event. As it was not developed on AngularJS, it was taking a big amount of time to create an approval process. As a solution for this problem we have created a AngularJS based page which does the same thing speedily. I was the one who has also replicated the whole object structure of Apttus approval process into  Wrappers to store the information.   1. **Company:** Apttus (Internal)   **Implemented:** ecommerce login using Face Recognition  **Description:** Through an event called Accelerate, Apttus is all set to show the new functionalities which it’s going to be released in future. I have implemented a functionality using which you can login to ecommerce by taking a snap using webcam and by identifying your photo you will be automatically logged in the ecommerce.   1. **Company:** Deutsche bank   **Implemented:** Contract Lifecycle Management product.  **Description:** Deutsche Bank AG is a German multinational investment bank and financial services company headquartered in Frankfurt, Germany. They have been managing their contract on the distributed system like Excel, Microsoft DB or Paperwork in some area. We (Hansen) as a team have  Prepared a scalable project/system for them using Apttus Contract Lifecycle Management where  they can manage their transaction/contract easily and in a better way. We have also configured  various contract templates for them using which they can generate their contract draft in minimal  time depending on the length of contract document. Apart from that all the customization which  weren’t possible in the product were delivered by me.   1. **Company:** BORN Group   **Implemented:** Contract Lifecycle Management product.  **Description:** BORN Group is an award winning, global agency that helps brands with digital transformation. We have been involved transitioning the legal team on Apttus CLM.  We have implemented Apttus CLM based solution for them by which they can maintain their  contract which on a scalable software instead of managing by paperwork. I was also involved  the wizard development for them in which they can create & generate their draft by just filling  several information or questions.   1. **Company:** Hansen (Internal)   **Implemented:** Utility for Migrating firm to Salesforce CPQ from Apttus CPQ.  **Description:** Having experience on both the CPQ giants’ products, Hansen had given me the opportunity to work on this utility which is a step toward migrating a Firm from Apttus CPQ to  Salesforce CPQ With minimal efforts. We have implemented a utility using which we can migrate  few Apttus CPQ functionality to Salesforce CPQ quickly. The scope of work utility was to only  migrate Apttus CPQ’s following functionality in Phase 1: Product, Pricing, Product Attributes, Related Pricing.   1. **Company:** Hansen (Internal)   **Implemented:** Utility for transitioning any Quote/Order for Billing in Salesforce.  **Description:** This is the step forward utilizing Salesforce Billing as tool to manage all their billing &  Revenue calculation. The source for the order remains different CPQ products like Apttus, Velocity  etc., but the billing can be performed on Salesforce Billing product. This can be possible by the  recent functionality Salesforce Revenue Cloud which is being provided by Salesforce in Winter ‘21  release.  **Education**   * Masters in computer application from Maharaja Sayajirao university of Baroda in 2014  Personal Skills  * Worked well individually and as a team. * Adaptable and willing to learn attitude * Able to grasp new methodologies quickly & develop skills further * Never afraid of asking questions. | |
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