



## THOUSIF BASHA

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### Professional Summary:

- Having 3+ years of Experience in Salesforce CRM as a Developer that includes Configuration, Customization, Deployment.
- Experience on Salesforce CPQ, Bundle Products, MDQ, Product rules, Price rules.
- Experience on Conga CLM, Enhancements, PLI's, Finalizing the carts and Quote pricing, templates.
- Experience on Apttus Conga CPQ, Product set up monitoring price rules, Agreements
- Experience in implementation using Apex Language, Classes, Triggers, Visualforce Pages, Components, Tabs, Apps, Custom Objects.
- Having strong in-depth knowledge on Creating Custom Objects, Profiles, Permission Sets, Roles, OWD's, Page layouts, Record Types, Customization as per the Client requirements
- Experience in Workflow & Process builder, Security Controls.
- Creating Record Types and Page Layouts for Records
- Creating Reports, Custom Report Types and Dashboards.
- Knowledge on Asynchronous Apex (Batch Apex, Schedule Apex).
- Good Knowledge on SOQL and SOSL.
- Experience on Custom settings, Custom metadata types, Custom labels.
- Have knowledge on Software Development Life Cycle (SDLC).
- Good knowledge on Apex Data Loader and Import Wizards.
- Deployment using Change Sets.

### Technical Summary:

- **Technology:** Sales Force, Apex, Visual Force, CRM functionality, Workflow and Approval Process, Batch Apex, SOSL, SOQL, Custom Label and Setting, Data Loader, Reports, Dashboards.
- **Key Skills:** Sales force Administration & Development, Salesforce CPQ, Apttus CLM CPQ.
- **Languages:** Apex, Visual Force, JavaScript, HTML.
- **Tools:** Apex Data Loader, GitHub, Jira.

### Work Experience:

- Currently Working as a **Consultant - Software Engineer** in **CEPTES Software Pvt Ltd** in Bangalore from March-2021 to Till Date.
- Worked as **Software Engineer** in **Micronox Information Technology Pvt Ltd** in Hyderabad from September 2018 to March 2021.

### Project Experience:

**Project Name:** BD AMO

**Client:** BD

**Role:** Salesforce CPQ Developer

**Description:**

BD is a global medical technology company that is advancing the world of health by improving medical discovery, diagnostics and the delivery of care. BD leads in patient and health care worker safety, BD has more than 65000 associates across 50 countries who work in close collaboration with customer and partners to help enhance outcomes, lower health care delivery costs, increase efficiencies, improve health care safety and expand access to health.

## **Roles & Responsibilities:**

- Worked on Enhancement in the Apttus/CPQ Conga CLM
- Creating product setup, monitoring pricing rules, using Assets to create the Quote
- Creating the Quote through Automation process by using Apttus CPQ Functionalities
- Designing product categories and grouping the product based on the requirements
- Using Apttus Api's to create a cart, Quote, repricing, Attribute creations
- Developed various Custom objects, Tabs, Validation rules
- Created various Reports to assist managers to better utilize salesforce as a sales tool
- Created templates, Approval process and define the approval actions on them to automate the process
- Worked on Salesforce CLM CPQ which contains advanced product configuration
- Worked on Agreements, proposals/Quotes, Quote Pricing, Finalizing the quotes and configuring the PLI's.
- Involving in setting up requirement gathering meetings with the clients.

**Client:** Trimble Inc.,

**Project Name:** Trimble

**Role:** Salesforce CPQ Developer

### **Description:**

Trimble is serving many customers by delivering products and services that connect the physical and digital worlds. From purpose-built products to enterprise lifecycle solutions, Trimble software, hardware and services are transforming industries such as agriculture, construction, geospatial and transportation and logistics.

## **Roles & Responsibilities:**

- Worked on salesforce CPQ (Still Brick) Creating Bundle Products, adding prices
- Worked On MDQ Process, Generating multiple order from single Quote.
- Worked on the phase of creating Product Rules as well as Pricing rules, Discount Schedules.
- Worked on Salesforce CPQ Pricing using list, cost/markup, percentage total, block price rules.
- Implementing the functionality of creating Quote Templates in Quote Document.
- Guided Selling is implemented for the complex product structure.
- Worked on implementing DocuSign integration with salesforce from end to end.
- Performed Admin task such as Create users, profiles, roles, email Alters and business process.

**Client:** SCOR

**Project Name:** SCOR Insurance.

**Role:** Sales force Developer/Admin/Lightning.

### **Description:**

SCOR is an independent global reinsurance company, aiming to develop its Life and P&C business lines, to provide its clients with value-added solutions and to pursue an underwriting policy based on profitability, through effective risk management and a cautious investment policy. In this way, SCOR offers its clients an optimal level of security (AA- rating from S&P and Fitch and Aa3 rating from Moody's) and creates value for its shareholders. The Group's strategy is based on a development model driven by three entities: The P&C entity, the Life entity and the Asset Management division.

## **Roles & Responsibilities:**

- Understanding the requirements from client for enhancements.
- Daily issues are discussed with Onsite coordinator and respective Users.
- Responsible for Creation of objects and fields, Record Types, Page layouts.
- Configured user roles, permissions and profiles as per business requirement.
- Creating Workflows and Validation rules, Triggers and Apex classes
- Creating Batch Classes, Scheduled Classes.
- Approval Process setup and Configuration.
- Data Mapping and Data Loading into SFDC using Data Loader.
- Creating Report Types, Reports & Dashboards.

**Client: ABBOTT INDIA LIMITED**

**Project Name:** Abbott 1Point Ticketing System.

**Role:** Sales force Developer/Admin.

**Description:**

Case Management supports the investigation and resolution of cases. It allows employees or customers or partners to record, track and solve the issues or problems. It includes the ability to create cases either from an e-mail (email- to-case). Cases can be managed in queries; assignment rules and escalation rules can be defined. Once created, a case is taken through various statuses as part of the investigation and reaches closure through resolution actions.

**Roles & Responsibilities:**

- Created Web-to-Lead registration page to the customers.
- Creating Roles, Profiles.
- Creating Quote, Order.
- Writing Triggers and Test Classes to meet business requirement.
- Creating Workflows, Approval Process, Validations Rules, Page Layouts.
- Creation of Templates and using them in Workflow Alerts.
- Writing Queries like SOQL, SOSL, DML as necessary.
- Creating Standard Controllers, Custom Controllers and Extensions.
- Loading data to Force.com using Data Loader and Import Wizard.
- Handling calls with Client and On-Site Coordinator Strong knowledge on Agile Methodology.

**Education:**

- B.Tech from Dr. K.V. Subba Reddy Institute of Technologies, Kurnool Passed in 2018.