

**Akash Chowdhury**  
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**CRM | CPQ | Agile | Integrations | UX Design | Implementations**

**8.5 years of experience implementing business solution software and analysing business operations specifically in CRM Quote Management, Deal Management, Quote to Cash and overall CRM-CPQ sales process. My experience in implementations have afforded me a unique perspective in evaluating business processes and culture to lead successful integrations. Banking and Manufacturing domain exposure.**

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**PROFESSIONAL EXPERIENCE:**

Dates	Organization	Designation	Role
Jan 2017 to present	Lexmark International	Architecture and Strategy Professional	Functional Analyst
Sep 2015 to Jan 2017	Lexmark International	Architecture and Strategy Professional	CPQ Technical Lead
March 2013 to Sep 2015	Cognizant Technology Solutions	Programmer Analyst	BigMachines developer.

**PROJECT EXPERIENCE:**

- **Project: Deal Desk**

<b>About the customer</b>	<p>Lexmark has its own product of printers and managed print software solutions and services.</p> <p>Deal Desk is a Printing products &amp; Software Services quotation project using which the Company agents will be able to create quotes and configure the products as per the user needs in a hassle free and user-friendly environment.</p>
Responsibilities	<ul style="list-style-type: none"><li>• Engage stakeholders to gather software requirements/business rules, and ensure alignment with development teams</li><li>• Translate stakeholder requirements into high level designs, DDD for the implementation team.</li><li>• Analysis of the feasibility of the design.</li><li>• Effort Estimation.</li><li>• Overall Implementation and Conduct 5+ levels of testing including functional, regression, user acceptance, integration and performance to verify the client's needs are met.</li><li>• Supervising a team of cloud professionals of partner organisation for CPQ related technical suggestions and offerings including auditing of coding standards.</li></ul>

- **Project: Boarding Redesign – Sales Navigation Application.**

<b>About the customer</b>	Client was a leading merchant acquirer and card payment processor. It has a global footprint of 6 million merchants, the largest in the payments industry. The company handles 45% of all US credit and debit transactions
Responsibilities	<ul style="list-style-type: none"> <li>• Analysis of all requirement/ functionalities.</li> <li>• Effort Estimation of the project.</li> <li>• Resource Loading.</li> <li>• Case Study.</li> <li>• Design and overall Implementation of the project using BigMachines CPQ.</li> <li>• Delivering and supporting in all ammendments and monthly releases.</li> </ul>

**Technical Skills:**

- **Oracle CPQ Cloud, formerly BigMachines - Configure, Commerce, Data Table, BOM, Document Engine, XSL, BigMachines-Salesforce Integration, BigMachines-MS Dynamics Integration, Web Services.**
- **Experlogix CPQ, customising Series, Models, Properties, CRM setup on Experlogix, Application Settings, Data Publishing Management, UI Designing, Series/ Model Authorization, Data/ Prices.**
- **MS Dynamics (Sales).**
- **Agile Methodologies (Rally, ServiceNow)**
- **Agile and Hybrid Waterfall Model software development methodology.**

**ACADEMIC CAREER:**

Course	Year	University	Percentage
MSc	2010-2012	West Bengal University of Technology	86 (ranked 3 <sup>rd</sup> overall)