GAJULAPALLI MADHU SUDHAN REDDY
Salesforce CPQ Specialist

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PROFESSIONAL SUMMARY

- Having 2.1 years' of experience in IT industry as a Salesforce CPQ Developer**.**
- Experienced in configuration, implementation, support of salesforce CRM and salesforce CPQ applications.
- Experienced on salesforce CPQ configuration, product rules, price rules, discount schedules and quote templates.
- Experienced in CPQ functionalities like Guided selling, Advanced approvals, order and contract management
- Experienced in validation rules, formulas, workflow, approval processes, email templates, process builder, reports, dashboards.
- Good knowledge of maintaining application security as per salesforce standards or company policy.
- Experience with requirement gathering , analysing finding solutions.
- Extensive knowledge of interacting with the business team and understanding requirements and implement them in effective way.
- Fast learner & good communication skills, Multitasking and can work under pressure.
- Business, Presentation & Leadership skills. analytical and problem solving skill set.
- Multicultural understanding, Rapport building, Passion for creating maintainable, highly reliable and scalable user facing applications in various platform.
- Documented functional and technical requirements through JIRA.
- Integrated CPQ with DocuSign to generate secured form and send this document to end customer giving quote details.

Salesforce CPQ - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.

SKILLS
Salesforce CRM, Service and Sales Cloud, **Salesforce CPQ,** Process Builders, Workflows and Approval Processes, Data Loader, Workbench, Reports and Dashboards, best practices for Governor Limits.

Tools
Jira,
Salesfore.com,
Salesforce CPQ

CERTIFICATIONS

Salesforce Certification administrator
Salesforce CPQ Specialist

Organizational Experience

Organization	Designation	Duration
Cognizant	**Software Engineer**	**Sept 2020 – Oct 2022**

EDUCATION

- S.S.C from Andhra Pradesh State board-97%

- Intermediate from Andhra Pradesh State-95%

- Bachelor of Business Administration from Bangalore University-78%

PROJECTS

Project Role: Software Engineer

1. **Project Profile: Firestorms (Success Track)**
2. **Client Name – CISCO**
3. **Description –** This project is related to CISCO Security and Networking Products. These are the Software and Hardware Products, based on that we designed Application by using Salesforce CPQ where we use **Products, Product rule, Discount Schedule, Price rule, Contracts, Amendments, Quote Templates, Guided Ceiling, Data Loader, Custom Quote Line Formula Field and Summary Variable**.

Role:-

1. Designed and mapped CPQ objects to Salesforce custom objects.
2. Worked with native salesforce quote to cash functionality such as Opportunities, Products, Price books, Quotes, Orders and contracts.
3. Performed Configuration of objects, fields, record types, page layouts, workflow and validation rules.
4. Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer agreements, process purchase orders and renewal opportunities.
5. Functioned as an SME for the salesforce CPQ customization.

Responsibilities:

➢ Involved in various activities of the project, like information gathering, analysing the information and to showcase implemented functionality for which communicated directly with clients to understand the requirement and propose different solutions.

➢ Created **page layouts, search layouts to organize fields**, custom links and related lists on record pages.

➢ Implemented pick lists, lookups, master detail relationships, validation rules and formula fields.

➢ Created **Products, Product rule, Discount Schedule, Price rule,** to meet the business requirements.

➢ **Salesforce CPQ** - Product rule, Price rule, Bundle, configuration, Quote Line Editor, Discount Schedule, Amendments, Subscription, etc.

➢ Implemented applications using agile methodology.

➢ Configure a dynamic quote template using quote terms, line columns, template section ,content ,generate renewal and amendment quotes.

➢ Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer agreements, process, purchase orders and renewal opportunities.

➢ Developed workflow rules and defined related tasks, time triggered tasks, email alerts, field updates to implement business logic.

PERSONAL DETAILS:

Name   : Mr. Gajulapalli Madhu Sudhan Reddy

Date of Birth   : 19 AUG 1999

Languages known   : English, Telugu, Hindi,

Permanent Address : Chinna Yerasala, Tekurpeta, Porumamilla, Kadapa District.

Declaration:

I hereby declare that the information contained here is true and correct to the best of my knowledge and belief.

(Gajulapalli Madhu Sudhan Reddy)