CONTACT ME

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AREAS OF EXPERTISE

- CPQ Configuration
- Project Management
- Stakeholder Management
- Config Management
- Testing & Deployment
- Training & Development
- Production Support
- JIRA
- Agile Methodologies
- Have fair knowledge on automation testing(TOSCA) and integration with Dell Boomi.

JAYAPRAKASH

SENIOR CONSULTANT - SALESFORCE ADMIN AND CPQ SPECIALIST

Over 11 years of combined experience with Mining, Automotive, and Animation Video Industries and 3 years in Salesforce.com Implementation, CPQ Configuration and release management. Proven ability to analyze, design and optimize business processes with hands-on experience implementing change, increasing user adoption and driving best practices.

WORK EXPERIENCE

NTELIGROUP, Texas, United States / Chennai, India/ Jun 2020 - Present

Responsibilities:-

- Responsible for defining, estimating and shaping CPQ technical solutions using best practices
- Collaborate with business partners to help shape functional requirements of the CPQ tool
- Translate functional and business requirements into an actionable solution design
- Perform hands-on technical design, solution architecture, prototyping, proof-of-concepts, and CPQ development tasks
- A well understanding of customizations, flows, approvals, dashboards, formulas and validations.

Key Projects Executed:

Airgas: One of the largest supplier of Industrial, medical and speciality gasses in the US.

- Participate in business meetings and understand their enhancement requirements.
- Build solutions in the sandbox, review with stakeholders and deploy the changes to the testing environment.
- Re-engineer existing processes and build new processes to support sales operation
- Prior to sign off deploy the solution to Production during the agreed deployment window.

Pathful: Edutech company that offers industry driven content to college students.

- Lead solution design review and POC demonstration sessions with key stakeholders to confirm alignment and secure sign-off
- Actively drive the overall implementation of resulting solutions, including coordinating custom development
- Build changes in a Sandbox environment and establish/ follow protocols for

testing and eventual deployment to production environment

- Configured Advanced Approvals according to regional hierarchy reporting..

Qlik: Company that provides analytics software

- Provide day-to-day CPQ platform and user support.
- Maintain and configure our development and test instances for internal sandboxes.
- Participate in business meetings as necessary with BSA to understand the requirements.
- Responsible for issue resolution in UAT and post production support of CPQ functionality.
- Actively contribute to building and troubleshooting process automation across Salesforce instances.
- Work closely with end-users to assess business requirements, support change and deliver a consistently high-quality customer experience.

Project Outcome: Successfully implemented 30+ CPQ enhancements in six months alongside supported day to day entitlement delivery issues that arise due to CPQ.

Unanet: leading provider of ERP and CRM solutions purpose-built for Government Contractors, AEC, and Professional Services.

- Implemented CPQ (Steelbrick) Quoting & Product configuration, pricing for Unanet and their Partners/Resellers.
- Efficiently implemented Low code configurations related to the Subscription pricing, MDQ Pricing.
- Conducted sessions to understand the product options and the business logic, presented multiple product configuration options and built the selected configurations.
- Designed advanced approvals to simplify the approval process used currently and migrated from old standard approval logic to advanced approvals with custom validation.
- Created necessary discount schedules and customizable pricing options to enable sales team to further customize individual quotes
- Designed the several automation using Flows, record triggered Flows, scheduled Flows.

Project Outcome: Client was able to shift from existing Quoting(Gocloudz) to CPQ Quote Process

Optimizely: company that provides digital experience platform software as a service.

- Configured numerous Software and Service products into newly consolidated environment within Salesforce CPQ
- Efficiently implemented scalable volume based pricing for renewable products
- Implemented Overage rates based on number of seats
- Implemented multi currency pricing with custom currency table & conversion using Price rules
- Introduce new Product/Bundles into their existing product portfolio
- Addressing Support CPQ tickets, analyze the issue, build the solution in sandbox, testing and deploy the solution to Production

LabWare: company that provides laboratory informatics software, such as laboratory information management systems, electronic laboratory notebooks and laboratory data analytics.

- Analyze business requirement
- Consolidated their numerous Software and Service products into newly consolidated environment within Salesforce CPQ
- Efficiently implemented Low code configurations related to the Perpetual and Subscription pricing along with custom discounts.
- Designed more than 30 Price Rule and Product Rules to efficiently process the sales flow
- Created desired Quotes with customized template sections that displays the necessary Quote details including terms depending on the selected products.

Project Outcome: Timeline for Sales operational cycle increased dramatically which improved customer's experience. Streamlined product configuration enabled the team to be accurate in their sales pitch & quotes

BUSINESS DEVELOPMENT

VILLAGE TALKIES, Bangalore, Karnataka / August 2018 – Sep 2019

- Schedule and coordinate meetings with business clients and secure project signoff.
- Consult with clients to understand and analyze project scope, requirements, timeline and cost and prior to approval, projects handed over to Tech team
- Maintain utmost discretion when dealing with sensitive topics
- Developed new automation tool for repeated tasks in Digital marketing using Python Web scraping
- Coordinated with developers to create web app(online video creation tool)

SOURCING & SUPPLY CHAIN

ASHOKLEYLAND LTD, Chennai, TN / June 2011 – August 2018

- New supplier development and NPD support
- Professional point of contact for issues relating to supply management as part of product development
- Work out the PPAP audit conclusion with SQE and confirm the supplies for SOP
- Ensure continuous improvement of supply chain with the aim of streamlining logistical processes and reducing lead times
- Assist Buyers and Commodity Managers with negotiating supplier agreements
- Assist in resolving non-conformance quality issues and support the Quality Department in performing on-site supplier quality status
- Able to prioritize and manage time effectively also being detail oriented