**Here is a sample resume of the resume the client is looking for. Please send me someone similar.**

**Client: Beckman Coulter, Brea, CA**

**PROFESSIONAL SUMMARY**:

* Qualified IT Professional with over 8 years of IT experience in software Industry. Skilled in Salesforce CRM, Apttus CLM & CPQ, Order to Cash. In - depth Analysis of Business Processes, AGILE Methodology, SCRUM and SPRINT Techniques.
* Interacted with various Business user groups and partners for Requirement gathering for Salesforce.com implementation and documented the Business and Software Requirements.
* Experience in Designing and developing technical solutions for multiple Salesforce projects.
* Analyze & document business requirements, business workflows, developing file mapping and technical specification and working with business partners/stakeholders to determine details and priority of requirements.
* Complete hands on experience with Apttus Product and Pricing Configuration.
* Experience developing solutions for the Apttus Contract Lifecycle Management (CLM) and Configure, Price Quote (CPQ) systems including X- Author for Word &Excel, development of clause libraries and contract templates.
* Possess comprehensive understanding of CRM business processes like Campaign Management, Lead Management, Account Management, Case Management, Quote, Forecasting.
* Analyzed the Scope of the Requirements, and managed requirements to avoid Scope Creep.
* Analyzed the business processes for the three divisions in the organization that are using sales force.
* Experience with both Sales Cloud and Service Cloud that provides Sales force Customer Support and Customer Management.
* Worked closely with Sales force architects and Product owners on sales force implementation for various projects.
* Ability to write Functional specs, develop Use cases and delivering business critical initiatives.
* Created, managed and collaborate the meeting notes, blog posts, project documents in Confluence.
* Involved in project planning and deliverables, monitored issues, communicate status/business impact to leadership.
* Experience in Sales force Lightening - Lightening Process Builder, Lightening Schema Builder.
* Experience in using the Salesforce1 application for internal business needs.
* Extensively used change sets, Eclipse and ANT tool for deploying components for sandboxes.
* Well versed and experienced in troubleshooting, coding & testing issues reported by Internal QA team, Business partners and customers.
* Used Agile (SCRUM) methodologies for Development.
* Experience working on JIRA & TFS for User stories/Bug tracking using kanban and Scrum methodologies.
* Ability to work independently, distributed teams and can coordinate on-site/Off-shore team setting to deliver high quality results.

**TECHNICAL SKILLS:**

**Platform**: Salesforce.com, Apttus CLM/CPQ

**Methodologies**: Waterfall, Agile - Scrum

**Business Analysi**s: Visio, Requirement Analysis, Data Flow Diagrams, Business Process Modeling & Re-engineering, Gap Analysis, Cause & Effect Analysis, UAT, Use Case, Test Scripts.

**Languages**: Apex. Visual Force, JAVA, HTML, CSS, XML, SQL

**Tools: & Software**: Apttus X Author for Word and Excel, JIRA, GIT, Eclipse, ANT, Bugzilla

**Databases**: SQL, Oracle

**Query Tools**: Apex Data Loader, dataloader.io

**Project Documentation Tools**: MS Office, Confidential Docs

**WORK EXPERIENCE:**

**Client: 8X8 INC, San Jose, CA                                                                               July 2017-Till Date Salesforce/Apttus Business Analyst**

**Responsibilities:**

* Responsible for providing solution and Implementation of Apttus CLM & CPQ for different business internally.
* Worked closely with Business Stake holders and Product Owners for prioritizing Epics like Marketing strategies and Email Campaigns within and outside salesforce Platform.
* Responsible for requirement gathering from business and developing User stories for the dev team.
* Responsible for performing all tasks required to develop, implement, and support the Salesforce.Com application integration of the Apttus CLM and CPQ.
* Responsible for Documenting Account and Contract processes across different Vendors.
* Configured the Contract management and revenue management with using of Apttus CPQ.
* Provide Production Support. Responsible for the Tickets related to productions issues that impact O2C, provide detail data analysis of the accrual report, communicate to Operations and send Alerts, coordinate mas clean-up efforts, and workarounds. Lead large scale project initiatives as part of a team that supports Oracle Finance business units.
* Responsible for the Customer Invoice Line-Level Description Data Analysis and creation of matrix.
* Configured products, Catalog, Catalog Hierarchies, Bundles, Bundles within Bundles, Price lists across all products.
* Customized the catalog and cart depending on the business requirement.
* Configured Complete PLI with different Charge Types for all the Products.
* Involved with Developers, QE and respective BA’s for optimizing the operations and delivery.
* Responsibility of Code and Data Migrations - collaborating with the Scrum development teams to promote the tested requirements from Sandboxes to Production Environments.
* Experience in working with MS Project as part of project management.
* Interacted with the Salesforce.com and Apttus premium tech support team on a regular basis.
* Support and training new end users and business users of the salesforce.com application.
* Used the sandbox for testing and migrated the code to the deployment instance after testing.
* Created different Reports and Report Folders to assist managers to better utilize Sales force as a sales tool and configured different Reports for different user profiles based on the organization’s requirement.
* Designed and Developed complex approval processes for various business needs

**Role: Scrum master/sales force administrator/Apttus Business Analyst**

**Client: NCC Associates   San Francisco, CA                                                     October 2015- July 2017**

**Responsibilities:**

* Coordinated and participated in daily scrums, Backlog refinement, grooming, sprint planning meetings, Sprint reviews, and retrospectives.
* Worked on Scrum and Kanban boards.
* Worked on creating issues like epic, stories, task, bugs and new projects.
* Created, managed and collaborate the meeting notes, blog posts, project documents in Confluence.
* Created Burndown charts, Velocity charts, Average age charts, pie charts for analysis and reporting.
* Created dashboards and used gadgets to track and monitor the project/sprint status.
* Created the Jira tasks status workflow as per project needs and requirement.
* Involved in creating and finishing the sprint using Jira with demo and lesson learned.
* Proactively prioritize and estimate the issues for sprint planning.
* Participated in Code review meetings with teams.
* Fully involved in planning tracking and releasing the deliverables.
* Proficient in project and business documentation.
* Coordinated with product owners to review backlog items and to understand the requirements.
* Followed the agile development practices, ceremonies and artifacts.
* Extensive business knowledge and customization experience on various salesforce.com standard Objects like Accounts, Contacts, Opportunities, Products and Price books, Cases, Leads, Campaigns, Forecasting, Reports and Dashboards.
* Experience in Creating Roles, Profiles, Email Templates, Page Layouts, Workflows, Workflow Actions and Approval Process.
* Coordinated and transferred knowledge to the offshore team
* Knowledge on Apttus Product Setup

**Role: Performance Test Engineer**

**Client: Choice solutions limited, Hyderabad                                                         May2012- June 2015**

**Responsibilities:**

* Translate business requirements into technical quality assurance test cases from Jira to Quality Center
* Coordinate and facilitate user acceptance testing
* Create, execute, and track test cases based on use case definitions
* Develop system and user acceptance test plans, test cases, regression tests, and ensuring the overall quality of the product.
* Take a leading role in creation and execution of test cases, status and retrospective meetings with members of Project management team as well as Development and Deployment team.
* Work with Business Analyst and development teams to identify root cause of defect and trouble shoot.
* Worked on Production smoke test of every month's release.
* Involved with various aspects of the project life cycle from requirements and implementation design to development, release and QA/troubleshooting.
* Analyzed business requirements and functionality to develop test plans, test cases and test scripts.
* I was involved in automation of the test scripts using SELENIUM web driver and TestNG.
* Analyzed project related documents such as functional requirements, design documents, and user stories, work with appropriate business and technology leads to determine the acceptable range for test results and applications performance.
* Responsible for Test execution-(Functional/Regression test suites and attending calls with client and work closely with other stakeholders like BA, Dev team.

**Education & Certification:**

* Bachelor’s in Information Technology, JNTU
* Master’s in Business studies from University of Sunderland
* Master’s in Computer Science from Northwestern Polytechnic University
* Salesforce certified administrator.    Credential Id: 20027787