Vemavarapu R

Salesforce CPQ Specialist, 9+ years experience
New Jersey, United States
https://augmntx.com/profile/salesforce-cpq-vemavarapu-r/axo1881

+91 9820045154 | hr@augmntx.com

9+ years Professionals Experience in IT Industry 6+ Years in Salesforce CPQ Platform Configuring products, bundles, pricing in CPQ, and set-up of complex product catalogs and advanced pricing

INDUSTRIES: Ecommerce

TECHNICAL SKILLS

• Salesforce CPQ	7 years & 1 months
• Price Waterfalls	6 years & 1 months
• Advance Approval	6 years & 1 months
• Guided Selling	6 years & 1 months
• Salesforce Admin	2 years & 1 months

PROJECT DETAILS

• Salesforce CPQ — December-2021 - October-2022

Project Description: Implemented Pick lists, dependent pick list, lookup, junction objects, master detail relationships, formula fields to custom objects. Worked with advanced approval rules, approval conditions, and variables to match business requirements. Worked with native Salesforce quote to cash functionality such as Opportunities, Product configurations, Product rules, Price rules, Quotes, Orders and contracts, Lead-to-Cash business processes.

Responsibilities: Reviewed and analyzed the effectiveness and efficiency of existing systems and developed strategies for improving the application under test. Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer engagements and process purchase orders. Worked on Pricing Waterfall required to implement Price Rules and Advance Approvals Experience in Salesforce CPQ configuration like creation of Price Rules, Product Rules, Bundle Configuration, Guided Selling etc

Technologies: Salesforce CPQ

Industry: Ecommerce

• Salesforce CPQ — November-2022 - August-2023

Project Description: Worked with native Salesforce quote to cash functionality to design quotes, order management. Coordinated with Business Users and Pricing team to gather requirements for CPQ implementation. Worked on CPQ managed Package by creating Price Rules, Product Bundling, Quotes and Quote Templates

Responsibilities: Worked on Salesforce Lightning (but compatible with Classic) to built Conga CLM (Contracts for Salesforce) allows users to track and compare document changes without the use of a heavier Contract Lifecycle Management (CLM) application. Making Salesforce your central repository also creates an audit trail with visibility and a streamlined negotiation process

Technologies: Salesforce CPQ

Industry: Ecommerce

EMPLOYMENT HISTORY

• Salesforce CPQ November-2022 - August-2023

Description: Worked with native Salesforce quote to cash functionality to design quotes, order management. Coordinated with Business Users and Pricing team to gather requirements for CPQ implementation. Worked on CPQ managed Package by creating Price Rules, Product Bundling, Quotes and Quote Templates.

EDUCATION

• Bachelors degree in Electronics Communication from JNTU 2008 - 2012

LANGUAGES

• English - native

END OF DOCUMENT
This PDF is automatically generated by AugmntX on 21 Nov 2026
Profile URL:https://augmntx.com/profile/salesforce-cpq-vemavarapu-r/axo1881