Sethy G

Salesforce CPQ Architect, 12+ years experience
Mumbai, India
https://augmntx.com/profile/salesforce-cpq-architect-sethy-g/axo32656

AugmntX
+91 9820045154 | hr@augmntx.com

Professional having 12.5 years of experience in technical skill set and providing CRM data consulting and configuration with exposure 5.7yrs. in implementation of CRM functionalities using Salesforce Development and Admin with Conga CPQ, Conga CLM, and 7yrs in Siebel CRM which willing to improve my skills and growth along with organization objective. IT Experience in CRM for implementing multiple software solutions with respect to Implementation, E2E scenario testing, validation and bug fixing. Worked as a SalesforceAdmin, Salesforce Development,BA and QA lead for both Conga CPQ and Conga CLM. Worked in UAT for equipment, Service and Standard model Having Knowledge in Modality and product model. Worked in PLDM for sustaining, pruning and Migration from eDMR to Sofon. Having knowledge in Salesforce admin and development. Having knowledge in configuration activities for Salesforce.com which includes Sales, Service and Communities applications, including new areas of configuration. Sound Exposure and experience on Apex Programming, Visual force pages. Sound Exposure and experience on Lightening (Aura and LWC) Developed Apex Triggers for various functional needs in the application. Good knowledge on Apex development in creating Objects, Apex Classes, Standard Controllers, Custom Controllers and Controller Extensions. Good in administrative tasks like Creating Roles, Profiles, Users, Page Layouts, and Workflow Rules. Good knowledge in custom objects, custom workflows, formula fields, master-detail, lookup relationships, tabs, validation rules. Having knowledge on sales cloud and service cloud with various salesforce.com objects like accounts, contacts, leads, campaigns, reports, and dashboards. Having knowledge for create roles, profiles and implemented security and sharing rules at object, field and record level for different users at different levels of the organization. Having knowledge in salesforce WSDL to integrate with other applications, and use Rest API to make inbound and outbound calls.

INDUSTRIES: Software, Software and Platforms, Software Development

TECHNICAL SKILLS

• Salesforce	6 years & 2 months
• Sales & Service Cloud	6 years & 2 months
• Unit Testing	6 years
• Salesforce CPQ	3 years
• Jira	3 years
• Visual Force	2 years
• Lightning Web components LWC	2 years
• Rest API	2 years
• SQL	2 years

SOFT SKILLS

Time management, Teamwork, Communication

PROJECT DETAILS

• NPO One Deal Philips

Project Description: Today, the Philips portfolio of image-guided therapy (IGT) solutions uniquely integrates best in class imaging systems and software, with specialized diagnostic and therapeutic devices to support exceptional treatment for even the most complex procedures. As a Philips IGTD One Deal, I want to have the capability to extend the duration of an existing Agreement Deal, allowing me to easily manage and update contract Life Cycle timelines within the Salesforce & SAP platforms. One Deal Offering one, Deal disposable, One Deal Offering [Equipment Order/ZCQ Creation], One Deal XAE APPs (Extended Masterdata Apps)and ONE DEAL Disposable Approvals. etc This project is implementing with SFDC, LWC With Conga CLM

Responsibilities: Priorities to do analysis with creation of User stories description and refinement of Acceptance criteria as expected for client expectation. Validated all the testcases execution and approved for testing. Worked for CI - Devscopes, as I created FRS Id for User stories based on URS Id of all the user stories for every release in One Deal project. Configuring and maintaining user setups, profiles, and roles and security. Worked on Approval Process. Created Flows, Permission Sets, and Page Layouts. Defined Lookup and Master Detail Relationship as per the requirement. Used Data Loader for bulk import and export of data. Customize page layouts depends on requirement

Technologies: SFDC, LWC With Conga CLM

Industry: Software

• Sony Group

Project Description: Culver Max Entertainment Private Limited, doing business as Sony Pictures Networks India, is an Indian media conglomerate owned by Sony Pictures Entertainment. Culver Max Entertainment manages and operates 26 television channels, the streaming media platform Sony LIV, as well as the television studio, Studio NEXT and film studio Sony Pictures International Productions. The Sony Pictures Networks India is using Conga CLM application for enhance their business. All the contracts for business is using by CLM

Responsibilities: Worked in AMS and Production Support Created custom Dashboards for manager's home page and gave accessibility to dashboards for authorized people. Created Flows, Permission Sets, and Page Layouts. Defined Lookup and Master Detail Relationship as per the requirement. Resolved bugs during testing and provided production support upon implementation.

Technologies: Salesforce CRM , Conga CPQ and CLM

Industry: Software and Platforms

• Skylark Philips NPI

Project Description: Skylark Philips NPI to Cash" refers to a global transformational program at Philips focused on building and implementing the necessary capabilities to excel in the solutions space, specifically transitioning from New Product Introduction (NPI) to a "cash-generating" model. The program aims to streamline processes and optimize financial performance related to new product development and commercialization.

Responsibilities: Worked with native quote to cash functionality such as Opportunities, Proposal Quote, product configuration, product rule, price rule, quotes, Orders and contracts, Lead to Cash. Worked in Hong Cong delivery for NPI to cash. Worked in Equipment, Service Model for E2E testing. Lead the validation and verification process within a release to ensure the enhancement delivered into SIT and UAT meets the project SLAs. Used Data Loader for bulk import and export of data. Worked on role hierarchy and sharing rules to configure visibility, Worked for bug fixing and unit Testing. Worked for Incident with operation.

Technologies: Visualforce page ,Apex, Salesforce CRM , Conga CPQ and CLM

Industry: Software Development

EDUCATION

• Bachelors degree in Bachelor of Engineering In Electronics and Instrumentation from Bijupattnaik University and Technology — 2001 - 2005

LANGUAGES

• English - advanced

END OF DOCUMENT
This PDF is automatically generated by AugmntX on 20 Nov 2026
Profile URL:https://augmntx.com/profile/salesforce-cpq-architect-sethy-g/axo32656