

YUVARAJ KANNAIYAN

SAP CPQ Consultant (Callidus CPQ)

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PROFESSIONAL SUMMARY

SAP CPQ Consultant with 9+ years of professional experience, including 6+ years of hands-on SAP CPQ (Callidus CPQ) functional consulting expertise. Proven track record configuring SAP CPQ to meet business requirements across product models, configurable products, pricing/discount logic, approval workflows, custom tables, attributes, rules, and dependencies. Deep experience in document/form output generation (quotes, proposals, order docs). Strong functional expertise with exposure to SAP system integrations, having supported integration projects between SAP CPQ and SAP CRM/Sales Cloud, ECC in partnership with technical teams. Extensive data migration experience (mapping, loading, validation) for products, pricing, customers, and master data. Skilled in leading testing activities (unit, SIT, UAT) including test script creation and defect management. Strong communicator capable of translating business requirements into functional designs and configurations. Eager to deepen hands-on integration expertise in Quote 2.0 with C4C, ECC, and Variant Configuration scenarios.

CORE COMPETENCIES

- SAP CPQ Configuration: Product Models, Configurable Products, Pricing Logic, Discount Rules, Approval Workflows
- CPQ Assets Development: Custom Tables, Attributes, Rules, Dependencies, Constraints
- Document Generation: Quote Design, Proposal Templates, Order Documents, Form Output
- Integration Support: Experience supporting SAP CPQ integration projects with SAP CRM, Sales Cloud, ECC
- Data Migration: Mapping, Loading, Validation for Products, Pricing, Customers, Master Data
- Testing & Quality: Unit Testing, SIT, UAT Script Creation, Defect Management, Retest Coordination
- Project Support: Go-Live, Hypercare, Ongoing Enhancements, Production Support
- Business Process Knowledge: Quote-to-Cash, Lead-to-Order, Contract Lifecycle Management

PROFESSIONAL EXPERIENCE

Exoplan Technologies | SAP CPQ Consultant / Project Manager

April 2024 – May 2025 | Chennai, India

- Configured SAP CPQ to meet business requirements across product models/configurable products, pricing/discount logic, and approval workflows for manufacturing clients
- Built and maintained CPQ assets including custom tables, attributes, rules, and dependencies to support complex product configurations
- Designed and supported document/form output generation for quotes, proposals, and order documents with custom templates
- Collaborated with technical teams on integration projects, providing functional requirements and supporting integration testing between SAP CPQ and SAP systems
- Executed data migration activities including mapping, loading, and validation for products, pricing, customers, and related master data
- Led testing activities (unit, SIT, UAT) creating test scripts, managing defects, and retesting fixes to ensure quality delivery
- Supported go-live, hypercare, and ongoing enhancements providing functional expertise and production support
- Explored Generative AI and Agentic AI solutions to enhance CPQ pricing intelligence and automate approval workflows

Boston Harbor Consulting | SAP CPQ Techno-Functional Consultant / Release Manager

June 2022 – April 2024 | Chennai, India

- Delivered 2 end-to-end SAP CPQ implementations for global clients (Deutsche Telekom, Honeywell) in manufacturing sectors
- Supported integration projects connecting SAP CPQ with SAP CRM, Sales Cloud, and ECC systems by defining functional requirements and coordinating with technical integration teams
- Gained exposure to Variant Configuration scenarios, collaborating with technical teams on complex product configuration requirements
- Configured product catalogs, configurable products with attributes, compatibility rules, dependencies, and constraints

- Implemented pricing strategies, discount logic, promotional rules, and multi-level approval workflows aligned with business requirements
- Designed quote templates and proposal document generation with dynamic content based on product selection and pricing
- Executed data migration for product master data, pricing conditions, customer data with mapping, validation, and quality checks
- Created comprehensive test scripts for SIT and UAT, managed defect lifecycle, coordinated retest activities with stakeholders
- Translated business requirements into functional designs and CPQ configurations leveraging strong communication skills

Island Pacific Retail | SAP CPQ Application Engineer

June 2018 – May 2022 | Chennai, India

- Configured SAP CPQ product models, pricing rules, custom tables, and quote generation templates based on functional requirements
- Built CPQ assets including attributes, rules, dependencies for configurable products supporting complex product hierarchies
- Customized document output generation and proposal templates using Bootstrap, HTML, CSS, and responsive frameworks
- Supported integration testing between CPQ and external systems validating data flow and functional requirements
- Performed UAT activities, created test scenarios, tracked defects, and validated configuration against business needs

HCL Technologies | Analyst

September 2016 – May 2018 | Chennai, India

- Analyzed business requirements and documented process workflows for enterprise applications
- Collaborated with stakeholders to translate business requirements into functional specifications
- Created business documentation and provided user training support for system adoption

KEY CPQ PROJECTS

- Multi-Region CPQ Implementation | Deutsche Telekom: Configured SAP CPQ for 5 European markets, supported CRM integration team
- Manufacturing CPQ | Honeywell: Configured complex industrial products with subscription pricing, collaborated on ECC integration
- CPQ Enhancement | Industrial Client: Built custom rules, attributes, approval workflows for made-to-order scenarios

EDUCATION & CERTIFICATIONS

Bachelor of Engineering (B.E.) in Mechatronics | Paavai Engineering College, India | 2012 – 2016

Certifications: SAP CPQ Functional Consultant (Pursuing) | Google AI Essentials (Certified) | Multi AI Agent Systems with crewAI (Certified) | PMP (In Progress)

ADDITIONAL INFORMATION

- Languages: English, Hindi, Tamil (Native), Telugu | Industry: Manufacturing, Industrial Engineering, Technology
- Learning Focus: Deepening hands-on expertise in Quote 2.0 integrations with C4C, ECC, and Variant Configuration