

Hari Kaveti

Gmail: khariroy9959@gmail.com **Mobile:** +91 7013566843



Trailhead.salesforce.com profile:

<https://www.salesforce.com/trailblazer/khari1083>

Summary:

- Having 4 Years of experience in IT industry which includes 1.5 years of experience in Salesforce Admin along with 2.5 years of experience in Salesforce CPQ platform.
- Worked as a Salesforce support engineer.
- Salesforce CRM Admin and CPQ, Certified Salesforce, CPQ Specialist.
- Involved in various stages of Software Development Life Cycle (SDLC) including analysis, requirement gathering, Implementation of SFDC with Steel Brick CPQ for subscription and can take control of sales.
- Experience in Salesforce.com-based CPQ (configure/price/quote).
- Implemented project for MMC (Mitsubishi Motors Corporation) using Salesforce CPQ (Configured profiles, adopted security feature, created product family, added products, assigned standard and custom price books, created multiple quotes, contract and order)
- Configured Products, Catalog, Bundles, Bundles within Bundle, Price Lists across all products
- Involved in end-to-end QA and UAT testing and validation of CPQ including Products, Pricing, quoting etc.
- Various pricing factors like variance pricing, volume-based pricing has been Configured.
- Good knowledge of security and Sharing rules and Securities at object, field, and record level for different users at different levels of organization. Created various profiles and configured Permission sets based on the Organizational hierarchy.
- Experience in customizing standard objects, creating custom buttons, customized tabs for different requirements and different page layout assignments to different profile users.
- Having good experience in organization automation processes like workflows, process builder, validation rules and Advanced approval process.
- Experience working with Salesforce.com sandbox and production environments.
- Extensive Experience in SFD C Administrative tasks like creating profiles, users, Roles, permission sets, Email notifications and Templates

- Created productive documents which will be used by the rest of the team too have a better understanding of the related system; Salesforce.com CRM.
- Proficiency in administrative tasks: like Creating Roles, Profiles and Users, UserInterface, Tabs, Custom fields, Custom objects.
- Experienced in designing, developing and data modeling of the application and ensured that they are within the Salesforce governor limits.
- Have worked with multiple business units to implement cross-functional solutions as per the business requirements.
- Salesforce Configuration - Custom Objects, Relationships, Security Settings, Validation Rules, Workflows, Record Types, Page layouts, Approval Process and Process Builder.
- Interacting with clients to understand Business requirements.

Academic Qualification:

- M.com with (commerce) SSBN Degree & Pg Collage. (2015- 2017).
- B.com (CA) in SVD college with 60.25% (2010-2015).

Work Experience:

Worked as a Salesforce CPQ Developer in Tech Vulcan Solutions PVT LMTD.
Dec 2019 – Present

Professional Experience:

Client: Mitsubishi Motors Corporation.

Jul 2021 – Present.

Team Size: 7

Role: CPQ Developer and Admin

Responsibilities:

- Task allocation among team members.
- Involved in various stages of Software Development Life Cycle (SDLC) including analysis, requirement gathering.
- Working as a support engineer in Salesforce CPQ.
- Configured Products, Catalog, Catalog Hierarchies, Bundles, Bundles within Bundle, Price Lists across all products.
- Involved in end-to-end QA and UAT testing and validation of CPQ including Products, Pricing, quoting etc.
- Various pricing factors like variance pricing, volume-based pricing, attribute-based pricing has been Configured.
- Configured Salesforce CPQ using product validation rules, selection rules, alert rules, filter rules.
- Created Workflow Rules to automate Tasks, Email Alerts, Field Updates, time-dependent actions.
- Maintain multiple user roles, security, profiles and workflow rules.
- Perform the roles of Salesforce.com Admin and CPQ Development in the organization

- Configured various price rules.
- Implemented Block pricing, Discount schedules, configuration attributes
- Hands on experience in implementing security and sharing rules at object, field, and record level for different users at various levels of organization.
- Implemented Product rule as per the price list for the various business requirements and Maintained SLA's.
- De-bugging the business process and identify the defects and fixing the issues.
- Extensively worked on Deployment using Copado.

Client: MSCI (Morgan Stanley Capital International)

Dec 2019 – Jun 2021.

Team Size: 6

Role: Salesforce Admin

Responsibilities:

- Perform the roles of Salesforce.com Admin.
- Defined Org wide defaults to restrict access from users and Sharing Rules to provide access for limited users.
- Experience in designing custom objects, custom fields, workflow rules, Process Builder, Flows.
- Developed sales Cloud Implementation.
- Customized Page layouts for Standard/Custom objects and assigned Record Types.
- Worked with various salesforce.com Standard objects like Accounts, Contacts, Leads, Opportunities, Products, Price books and Cases.
- Implement new enhancements including creation of custom objects, workflows, email alerts and templates and campaign.

Technical Skills:

- SFDC Skills: Salesforce Admin, Salesforce CPQ.
- Web Technologies: html, Basic Java Soql, Sosl.
- Operating System: Windows 10.

Certification:

- Salesforce Certified CPQ Specialist.

Personal Skills:

- High adaptability to changing requirements
- Team player with good communication skills
- Ability to quickly learn new processes and tools.

Declaration:

I hereby declare that all above information is in correct with fact or truth up to my knowledge and I bear the responsibilities for the correctness of the above-mentioned particulars.

Date:

Hari Kaveti.