

RAHUL PATHAK

Salesforce CRM | CPQ | Finance Enthusiast | Cyclist

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Professional Summary

9.5 + years of experience in **Tech & Management** roles - analysing, leading and managing Salesforce projects & teams. Includes 5 years experience in end-to-end CPQ implementations in Telecom, Media & Utilities space.

Skills

Technical Consulting | Apex, CPQ, JS, Flows, LWC, Visibility and Sharing | Product Design & Architecture | People Management | Agile | GTD Practitioner

Certifications

Sales Cloud Consultant | CPQ Consultant | Salesforce Administrator | App Builder | Platform Dev | Salesforce Associate | CS401 | CS403

Work History

Solution Architect / Lead Technical Consultant CLOUDSENSE

05/2019 to CURRENT

- Involved in **fit-gap analysis** for new opportunities and leads
- Created prototypes and proof-of-concepts to ascertain product feasibility
- Liaised with stakeholders by presenting, formalising, documenting and negotiating solutions
- Implemented **Sales transformation** journeys from Legacy systems in Telecommunication space for 2 enterprise B2B logos
- Leveraged Salesforce & Cloudsense packages to **design** complex products, Orchestration Flows and 3rd party REST based **integrations** for **billing and revenue services**
- Reduced time from Quote to Activation by 33% by building unified view of clients' sales data with single-click **quote generation** modules, and persisting service life cycles
- Designed 8+ products ranging from **Mobility, Point-to-Point, Fixed IP's, IoT, Bundles** and similar bespoke solutions to facilitate configuration journeys
- Built end-to-end Advertiser sales journeys for **Direct and Programmatic deals** via **Google Ad-Manager, Freewheel** Ad Servers in Media
- People manager for **8** members

IT Analyst

08/2014 to 05/2019

Tata Consultancy Services

- Insurance domain - Built portals enabling financial professional to handle their book of business
- Integrated SF with 3 apps, enabling users to prefill SF data onto external applications
- Authored 5 Lightning components, 25+ Apex classes , JSON Utility classes and 6 triggers
- Automated deployments using sfdx

Education

Bachelors in Technology, Computer Science
SRM University, Chennai, India

2010-2014