Rakshit Sharma

Salesforce CPQ Consultant

5+ Years of professional experience in IT industry into helping companies accelerate growth by automating quoting, contracting, and billing processes from Quote-to-Cash with **Salesforce Revenue Cloud** and **Apttus CPQ**

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WORK EXPERIENCE

Revenue Cloud
Client: PulseSecure & Silicon Experts
Salesforce Certified CPQ Developer

Salesforce CPQ & Billing Implementations Exposure:

- Product catalogue setup with Products, Product Options, Option Constraints, Price Book Entries, Asset/Entitlement Conversion, Billing Rules, Tax Rules and Revenue Recognition Rules.
- Automating Quoting, Order Generation, Contracting, Amendments, Renewals, Invoicing, Payments,and Revenue Scheduling with Salesforce CPQ & Billing.
- Price Rules, Lookup queries, Discount Schedules, Product Rules, Block Pricing, Special fields, Twin fields and Custom Scripts 'QuoteCalculatorPlugin'.
- Legal Entity, GL Account, Finance Books and Finance Periods, Payment Allocations and Revenue Recognition on Order Activation/Invoice Generation.
- Scheduled Renewals, Milestone based Revenue Invoicing, Milestone based Recognition, Advanced Approvals and Service Cloud for Salesforce CPQ.
- Experience with Conga for Salesforce CPQ, Hello Sign and Quote Templates for doc generation/signatures.

Apttus CPQ
Client: Philips, Bayer , Box Inc. & Nokia
Apttus Certified CPQ 201

Apttus CPQ Implementation Exposure:

- Develop, Implement and Support applications with Apttus CPQ. Product Setup with Bundles/Standalone products, Catalog, Catalog Hierarchies, Cart Flows, Constraint Rules and Attributes/Attribute Rules.
- Pricelist Price Matrices, Price Rules/Rulesets, Price Dimensions Price Ramps, Tiered Pricing, Related Pricing, Maintenance batch jobs, Validation Callback, Pricing Callback, Quote Collaboration.

Service Cloud
Client: Philips

Service Cloud Implementation:

- Case Assignment Rules, Escalation Rules, Approval Rules, Support Process, Auto Response Rules, Email to Case and Web to Case.
- Macros, Knowledge Management, Entitlement & Milestones, Article Translations using SDL and Omni-Channels.

EDUCATION

B.Tech IT
Chandigarh Engineering College
06/2012 - 04/2016

SKILLS/EXPERTISE

Revenue Cloud | Sales Cloud | Service Cloud

Salesforce CPQ | Salesforce Billing | Apttus CPQ

Apex | HelloSign | X-Author | Rest Integrations

Conga for Salesforce CPQ | JIRA | SOQL/SOSL

GitHub | Service Cloud for Salesforce CPQ

SALESFORCE CRM

Salesforce Security Model
- Setup Users, Roles, Profiles, OWD, Sharing Rules, Record Types, Page Layout Assignment and Permission Sets.

Salesforce Configuration
- Custom Objects, Custom Fields, FLS and Custom Relationships.
- Validation Rules, Approval Processes, Public Groups, Queues, Reports & Dashboards,
- Quick Actions, Workflows, Process Builders and Flows.
- Custom Labels, Custom Settings & Custom Metadata.
- Change Set Deployment, Data Loader, Debugging.

Salesforce Customization
- Apex Triggers
- Apex Classes
- Asynchronous Apex
- Rest Callouts

INTERESTS

eSports, Cricket and Table Tennis