

# Aparna Korgaonkar

## Salesforce Developer

4.8 years of industry experience.

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### OVERVIEW

- Overall, 3.3 years of experience as an Application Support Engineer in Technocare Telecom Pvt Ltd.
- Overall, 1.5 years of industrial experience as a Salesforce developer and administrator, currently working in Dynamisch It Pvt Ltd.
- Good communication skills and ability to follow directions and meet new challenges.
- Ability to learn new technologies and processes quickly and successfully apply them to projects.
- Professional in configuration and implementation of Salesforce CRM/force.com applications.
- Hands-On experience in CPQ Configuration, knowledge of different aspects of Salesforce CPQ.
- Worked on the configuration of Pricing and Discounts, Price book, Price Book Entry, Price Rule, and Product Rule.
- Hands-on experience developing triggers, apex classes, VF pages.

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### TECHNICAL SKILLS

Technologies	Salesforce CRM, SOQL, Workflow & Approvals, Custom Settings, Force.com Sites, Reports and Dashboards, Standard and Custom Objects, Fieldsets, Roles and Profile Management, Change Sets, Salesforce CPQ product configuration.
Databases	MS SQL Server, MySQL
Methodology	OOPS
IDE/Logging Tools	Apex Data Loader, Force.com Platform (Sandbox and Production)

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### Projects:

Title	CPQ Implementation
Role	Salesforce CPQ Developer
Technology Stack	Apex Data Loader, Process Builder
Description	The client is one of the leading car components dealers who wanted to implement CPQ in their organization. Earlier, they were using excel sheets for performing complex pricing calculations and for generating quotes. The client wished to configure CPQ according to their business requirements which could help them to quote seamlessly and more efficiently.

	<p>Responsibilities:</p> <ul style="list-style-type: none"> <li>▪ Coordinated with business users and the pricing team to gather requirements for CPQ implementation.</li> <li>▪ Implemented Picklists, dependent picklists, lookup, junction objects, master-detail relationships, and formula fields to custom objects.</li> <li>▪ Created Page Layouts, Search Layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.</li> <li>▪ Created price rules to perform complex calculations.</li> <li>▪ Created complex approval processes as per the client's requirement.</li> <li>▪ Defined product bundle structures by creating product options and features.</li> <li>▪ Created search filters to filter the products in the quote line editor.</li> <li>▪ Applied discount schedules for the required products.</li> <li>▪ Created formula fields and validation rules.</li> <li>▪ Implemented flows and Process Builders for Automation.</li> <li>▪ Created quote templates for generating Quotes documents.</li> <li>▪ Used Data Loader for insert, update, bulk import, and export data from Salesforce.com objects.</li> </ul>
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Title	CPQ Implementation
Role	CPQ Specialist
Technology Stack	Salesforce CPQ
Description	<p>The client was from a small-scale battery manufacturing industry and wanted to streamline their quoting process. Earlier, they used Excel sheets and word documents for calculating and generating the quotes. The client wished to configure CPQ according to their business requirements.</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> <li>▪ Performed administrative tasks such as creating users, profiles, roles and business processes.</li> <li>▪ Created Standalone Products and set up the Pricebook and Pricebook Entries for the products.</li> <li>▪ Created record page, app page, home page, validation rules, workflows and quick actions required by the business &amp; other stakeholders.</li> <li>▪ Created product rules for implementing an automatic selection of products.</li> <li>▪ Implemented Block pricing for the products.</li> <li>▪ Created Configuration attributes.</li> <li>▪ Created Twin Fields on the Quote Line and Product.</li> <li>▪ Implemented Guided Selling.</li> <li>▪ Designed the Email Templates.</li> <li>▪ Created the reports and dashboards.</li> <li>▪ Designed templates for generating Quote documents.</li> <li>▪ Involved in end-to-end testing and configuration enhancements for the CPQ.</li> </ul>

Title	Salesforce Implementation and Customization
Role	Salesforce Developer
Technology Stack	Apex Triggers and Classes, Process Builder, Flow Builder
Description	<p>The client was from the healthcare industry, and the project was to streamline the process of patient rating and review platforms for clinical trials. The client wished to help the sponsors and CROs to design better protocols and deploy adequate trials.</p> <p>Responsibilities:</p> <ul style="list-style-type: none"> <li>▪ Developed various custom objects, tabs, and validation rules.</li> <li>▪ Created Lightning record pages for different record types.</li> <li>▪ Created page layouts, search layouts, custom links and related lists.</li> <li>▪ Automated the process using Flow.</li> <li>▪ Created and managed workflows, complex formulas, primary triggers and apex classes.</li> <li>▪ Developed visual force pages according to the client's requirements.</li> <li>▪ Created Approval processes and validation rules.</li> <li>▪ Moved the changes from sandbox to production through the change set.</li> </ul>