

Manoj Khande

Salesforce Sales Cloud Consultant



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Salesforce Sales Cloud Consultant with total 6+ years of domain Experience including 2+ years of expertise and extensive knowledge of salesforce. Excellent reputation for resolving problems and improving customer satisfaction.



Skills



Salesforce Consultant - Sales Cloud



Very Good



Salesforce Administration



Very Good



Salesforce.com



Good



Work History

2020-02 - Current



Salesforce Sales Cloud Consultant

Sanyou Corporation Limited, Pune, Maharashtra

- Performed the role of sales administrator/implementer/Sales Cloud Consultant in the organization.
- Involved in salesforce application setup activities and customized the app to match the functional needs of the organization.
- Worked on various salesforce standard objects such as Account, Contacts, Leads, Campaigns, Opportunities, Activities, Dashboards and Reports, Custom objects, Triggers, pages, Custom buttons, Custom tabs.
- Implemented Organization security baseline, Object and field security to hide critical information on the profile users.
- Worked in managing users, setting up public groups and queues, created page layouts, search layouts to organize fields, Custom links, related lists and other functionalities.
- Designed formulas to set up work flow rules and defines related tasks, time triggered tasks, email alerts, field updates to implement business logic.
- Created various reports and report folders to assist managers to better utilize salesforce system as a sales tool and configured various reports and for different user profiles based on the need in the organization.
- Involved in data transmission and data cleansing activities while transferring the data from the external system into salesforce using Apex data loader.
- Data migration and synchronization in salesforce by Apex data loader command line interface (CLI)
- Creating data migration approach and preparation of mapping document before data migration.
- Provided post-implemented support to assist end users in creating reports, dashboards and certain administration tasks including creating and maintaining user profile and privileges.
- Identified issues, analyzed information and provided solutions to problems.

2019-02 - 2020-01

Salesforce Administrator

Millennium Semiconductors, Pune, Maharashtra

- Coordinated with project management staff on database development timelines and project scope.
- Set up and controlled user profiles and access levels for each database segment to protect important data.
- Created and implemented database designs and data models.
- Administered, supported and monitored databases by proactively resolving database issues and maintaining servers.
- Modified existing databases to meet unique needs and goals determined during initial evaluation and planning process.
- Work closely with sales management to inspect sales process quality and prioritize improvements
- Work with team members to identify project tasks, estimated work effort and timelines; escalate any changes to project scope
- Providing support for the day to day management of Salesforce.com

2015-02 - 2019-01

Product Marketing

Millennium Semiconductors, Pune, Maharashtra

- Planned marketing initiatives and leveraged referral network to promote business development.
- Increased brand awareness by developing technical and non-technical marketing collateral and presentations, public relations campaigns, articles and newsletters.
- Increased business growth outcomes by effectively collaborating with sales, service and financial departments.
- Strengthened marketing programs to capture new business and take advantage of changing trends in client markets.

2014-06 - 2015-01

Sales Executive

TATA Teleservices Limited, Sundar Nagar, Gujarat

- Managed entire sales cycle across customer accounts, proposing and closing sales to achieve total revenue growth, profit and customer satisfaction plans.
- Increased revenue by implementing effective sales strategies in all aspects of sales cycle process from prospecting leads through close.
- Analyzed past sales data and team performance to develop realistic quarterly sales goals.



Education

2007-07 - 2011-06

Bachelor of Engineering: Electronics & Communication

Rajeev Gandhi Technical University - Bhopal

2012-07 - 2014-05

MBA: Marketing

IMS, DAVV - Indore



Languages

Hindi

English



Excellent



Very Good



Certifications

2021-03

Salesforce Certified Administrator (ADM201) - ID: 21980756