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|  |  | **Karthik KS**  Salesforce Consultant at A5Corp  Contact Number: 9743710629  **Mail ID**: **kkalkuntesfdc@gmail.com** |  |
|  |  | **Image result for sales cloud in salesforce C:\Users\Config Consultants\Desktop\download.png** |  |
| **TECHNICAL**  **SKILL**  **Company** |  | Karthik Kalkunte has experience in Salesforce CPQ/CRM.  Salesforce Admin, Salesforce CPQ, Docusign, Congo Composer, Sales cloud, Service Cloud.  **A5Corp – September 2018 to Till Present** |  |
| **PROFESSIONAL**  **SUMMARY** |  | Mr. Karthik Kalkunte has Overall IT Experience with **2+** years.  Currently Working as a Salesforce Consultant at A5Corp and has a experience of **2+** Years in Salesforce implementations including **3** **months** of **internship** in the A5 Corp.  Previously worked Internship for **6 months** as **Embedded C** Developer in Cranes Software Solutions.   * Hands on experience in Configuring, Customization, Support, Security, Testing and Administration on Salesforce.com. * Has good knowledge of the Technical and Functional aspects of Salesforce.com, on demand CRM package. * Having good experience on Salesforce CPQ. * Create and manage custom objects, fields, formulas, validation rules, custom workflow, and approval processes. * Experience in Salesforce, CPQ, Configuration, SOQL queries. * Configured Products, Bundles, Bundles with Hierarchies, Price List with across all products * Various pricing factors like pricing, volume based pricing, attribute based pricing has been configured. * Having good experience on Testing, Production Support and Implementation of SFDC. |  |
| **EXPERIENCE** |  | **Client: Menlo Security**  **Role: Salesforce CPQ Consultant**   * Build CPQ Quoting & Product configuration, pricing . Customer has a large family of product with many dependent components and were adding product at individual SKU level. * The ask was to improve the user experience, simplify the quoting process and help the sales team with guided selling and product configuration. Presented multiple product configuration options and then build the selected configuration. * Implement Record types in Account, MDQ product architecture in products, pricing, discounting process * Bundles and products configuration, applied discount schedule for the required product. * Worked on Quote and Quote templates according to the business requirement. * Scheduled the reports and dashboard * Implemented configuration attribute and custom actions * Salesforce Billing and its configuration, flow from Lead to Billing (Lead to Invoice Generation), Conga Composer for Invoice Generation * Integrated salesforce with Docusign, Conga Invoice generation.   **Client: myDevices**  **Role: Salesforce CPQ Consultant**   * Implementing the End to End Salesforce process (Lead-to-Cash). * Implement Record types in Account, MDQ products architecture, pricing, and product rules. * Created Page Layouts, Search Layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages. * Implemented various price rules to meet business requirements. * Worked on Quote template to generate the quotes. * Implemented Configuration attribute and custom actions for the different products list and category. * Using Process builder automated the Order generation and Invoice generation. * Documentation of the entire flow from the Lead to Cash Process   **Client: Current Renewable Engineering(CRE)**  **Role: Salesforce Community Cloud Consultant**   * Analyzed Requirements, involved in the development of all modules which includes service and community cloud. * Created and configured Bundles and Products * Created Formula Fields, Validation Rules for the flexibility and functionality of force platform application. * Created Page Layouts, Search Layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages. * Implemented Workflow Rules, flow and Process Builders for Automation. * Implemented sharing rules, Roles, profiles and permission sets. * Created Community page with partner template and setup according to business requirements. * Customized different page layouts and assigned to different profile users.   **Current Project Client: Urban Efficiency Group**  **Role: Salesforce Service Cloud Consultant**   * Major role of creating leads and converting into Account, contact and opportunity and work order * Mapping fields from Lead to account, contact, opportunity and opportunity. * Splitted the related list of work order line items in work order using CMTD application. * Builded form using Formyoula Application and connecting to work order line items fields and creating line items from the application. * Split the work order based on required action using flows. * Builded Reports for showing the various work order line items splitted based on the certain conditions.   **Education**   * **M. Tech in Signal Processing** branch from Bangalore Institute of Technology, Bengaluru in 2016 with **77.79%** * **B.E. in Electronics and communication engineering** from K. S. Institute Of Technology, Bengaluru in 2014 with **60.70%** * 12th from Vijaya Bifr Pu College, Bengaluru, Karnataka in 2010 with **58.16%** * 10th from New Carmel English School, Bengaluru Karnataka In 2008 with **76%** |  |