

DEVIDAS MAHAJAN

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SALESFORCE
CERTIFIED

CPQ Specialist

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CERTIFIED

Pardot Specialist

Profile Summary

- 3+ years of experience in the Information Technology industry and Salesforce CRM
- Good hands on experience in Salesforce CPQ
- Highly organized with the ability to meet deadlines and a smart worker
- Experience in converting business workflows into exact Salesforce.com workflows using Workflows, Process Builders, Validation Rules and Approval Processes to meet business requirements
- Experience in building Apex Classes, Apex Triggers, Batch Classes, Scheduled Classes
- Experience in Advanced Approvals, DocuSign Integration and Conga Composer
- Experience in Rest API Integration
- Excellent time management skills with ability to perform under pressure & meet deadlines.

EDUCATION

Masters of Computer Application Indira College of Engineering and Management, Pune	2014 - 2017
Bachelors of Science in Information Technology College of Computer Science and Information and Technology	2011 –2014

EXPERIENCE

System Executive Eternus Solutions Pvt. Ltd. Pune, India	Nov 2017 - Till Date
Intern Veritas Technologies LLC, Pune, India	Jan 2017 – June 2017

CERTIFICATIONS

1. Salesforce Certified Pardot Specialist
2. Salesforce Certified CPQ Specialist

SKILLS

Salesforce.com
Apex
Visualforce
Triggers
Process Builders
Workflows
Approvals
OWD
Sharing Rules
Autoresponse Rules
Escalation Rules
Profiles
Visual Flows

Tools
Visual Studio Code
Data Loader
Workbench
Dataloader.io
JIRA

EXPERIENCE

CPQ Implementation

Aug 2018 to Till Date

US Based Salesforce Consulting Firm

Role: Salesforce Developer & Salesforce CPQ Developer

Description: Client is a professional consulting services firm. Client has been helping different clients in implementing cutting edge technologies. For this client, I have worked on multiple projects, which includes CPQ Configurations and Sales Cloud customizations as per client's requirement.

Responsibilities:

- Effectively understood the business requirements and mapped them to the underlying technical requirements and proposed a technical solution for the same.
- Configuring Salesforce's CPQ package as per client's business processes.
- Configuring Advanced Approvals package as per client's requirement
- Creating product rules, price rules, product configuration, dynamic discounting, quote template, conga composer, docusign, discount schedules, block pricing, Contracted Pricing, Contracts, Renewals, Amendment as per client requirement.
- Rest Api integration with Shopify, MS SQL Server, Pardot and Google Drive
- Creating validation rules, workflows, process builders and triggers as per client requirement
- Creating Visual Flows, Aura components to implement out of the box requirement of client
- Developed Test classes to ensure that the developed code is appropriately tested for all use cases involved in the application.

Environment: Salesforce.com, Force.com, Apex Trigger, Apex classes, Batch apex, lightning components, Workflow, visual flow, Approval process, REST API

CPQ Implementation

April 2018 to July 2018

US-based School Administration Software Company

Role: Developer

Description: Analyzing the current Callidus CPQ used by them and worked on Mapping of business requirements to Salesforce CPQ. Client wanted dynamic quote generation, dynamic pricing/discounting on quote, chained approval cycle for quote, auto renewal of contracts and auto closed won of renewal opportunity, dynamic quote document generation, digital signature of quote documents, migrating product bundles from existing system to Salesforce, dynamic approval templates.

Responsibilities:

- Configuring Salesforce CPQ as per client's business processes
- Configuring bundles, block pricing, option constraints, MDQ products
- Configured product rules, price rules for generating dynamic quotes
- Creating different process builders, Batch Apex to work with CPQ
- Deployment of developed components using change set as well as migration of different created rules using data loader in different phases grouped by major functionalities
- Preparing project documentation
- Providing extended support

Environment: Salesforce.com, Force.com, Apex Trigger, Apex classes, Batch apex, Workflow, Approval process

CPQ Implementation

Jan 2018 to Mar 2018

For US based Healthcare company

Role: Developer

Description:The client wanted to Migrate from Oracle CPQ to Salesforce CPQ. Client wanted Salesforce CPQ to have same functionality as it is for Oracle CPQ with additional requirements/changes. Migrating product bundles from Excel files to Salesforce. Validations, dynamic quote generation, quote approvals to be in parallel manner, ability to generate PDF and word document from quote. Ability to digitally sign the generated quote document, dynamically populate fields on record on creation and edit. Controlled field accessibility in QLE based on conditions specified.

Responsibilities:

- Configuring Salesforce CPQ as per client's business processes.
- Creating different product rules, price rules, advanced approvals as per client requirement.
- Creating different quote templates and sending them for approvals using Salesforce approvals
- Creating different workflows, process builders, triggers to work with CPQ
- Deployment of developed components using change set as well as migration of different created rules using data loader in different phases grouped by major functionalities.
- Preparing project documentation
- Providing extended support

Environment: Salesforce.com, Force.com, Apex Trigger, Apex classes, Batch apex, Workflow, Approval process

Pardot Implementation

For Phillipines-based telecom company

Nov 2017 to Jan 2018

Role: Developer

Description:Client wanted to digitally market their products to Small/mid-level/Enterprise organizations.ROI of the Marketing assets, Sync Pardot and Salesforce, collect prospect information, ability to configure marketing processes, ability to remove non-converted prospects, ability to auto create tasks in Salesforce from Pardot, auto-assign prospects to users dynamically, dynamic scoring of prospects based on prospects behaviour with marketing assets, ability to bulk import prospects in Pardot, remarket existing customers.

Responsibilities:

- Provided solution approach for requirements.
- Creating different type of lists as per client requirements
- Configured email templates, dynamic content for email marketing
- Configured form templates, form handler for collecting prospect information
- Creating engagement studio for different marketing processes
- Configured Salesforce connector in Pardot for data sync between Pardot & Salesforce
- Configured Pardot package in Salesforce
- Configured Facebook connector in Pardot for digital marketing
- Configured scoring rules as per client marketing process
- Creating custom fields in Pardot/Salesforce to data sync.
- Configured users and roles in Pardot for user management
- Creating automation rules, segment rules for marketing automation
- Deployment of developed components using change set

Environment: Pardot,Connectors, Rules, List,Templates,Studio, Salesforce.com, Force.com, Apex Trigger, Apex classes, Batch apex, Workflow, Approval process
