

DIPTI KALARIA

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PERSONAL SUMMARY

12+ years of total experience, with 8+ Years at Apttus and Salesforce which is a category defining, middle office and CLM and QTC SaaS platform provider.

Extensive experience in requirements and business analysis, identifying and prioritising technical and functional requirements.

Used JIRA to track issues and Change Management. Worked with continuous integration tools like Jenkins.

Understand user requirements, drawn into specifications. Prepared the User Story, task, sub-task for the Process.

Have strong analytical and collaborative skills, CLM and QTC domain expertise and hands-on experience with Apttus CLM /Conga CLM, Apttus CPQ and Salesforce CPQ.

Extensive experience in Salesforce to third party system integration and Salesforce customisation which includes developing Apex Classes, Apex Triggers, Custom Controllers, Controller Extensions, Lightning Components, and Lightning web Component. Has also Worked with Dynamic Apex to access subjects and field describe information, execute dynamic SOQL, SOSL and DML queries.

CERTIFICATION

- Salesforce Certified Application Architect
- Salesforce CPQ Certified & Solution Consultant
- Salesforce Certified Integration Architect
- Salesforce Certified Administrator
- Apttus CPQ
- Apttus CLM
- Apttus Billing
- Apttus Intelligent Workflows & Approvals (IWA)
- 2X conga certified
- Conga Sign
- Conga Grid

KEY SKILLS

- Project Management
- Business Analysis
- Information Discovery
- Communication and Collaboration
- Documentation
- Quote-to-Cash (QTC) Process
- Salesforce CPQ
- Apttus CPQ
- Apttus CLM /Conga CLM
- Salesforce Product Knowledge with Sales, Service, Chatter, Einstein Analytics and Commerce cloud
- Project Governance
- Requirement gathering and solution

DOMAIN EXPERIENCE

- Salesforce
- CPQ
- CLM
- Process Documentation
- Development
- Release Management
- Integration

PROFESSIONAL EXPERIENCE

Globant

APR 2019 – CURRENT

ROLE

Senior Salesforce Consultant

LOCATION

Ahmedabad, Gujarat, In

RESPONSIBILITIES

Engaged with customers/prospects at leadership roles and business users to discover business processes, uncover the underlying and often hidden challenges and pain areas, and recommend the best fit Apttus CLM and CPQ solutions. Documented technical requirements, drawn into specifications and solutions. Prepared the task, sub task processes. Managed deployment activities and sandboxes.

Binary Republik

JUN 2017 – APR 2019

ROLE

Senior Salesforce Developer

LOCATION

Ahmedabad, Gujarat, Ind

RESPONSIBILITIES

Custom & Standard Data modelling, formulas and validations, Process automation. Apex Call back & Visual force pages implementation. Implemented the Salesforce Custom Connector for External Object and Metadata API callout.

Self-Employee

JUN 2016 – MAY 2017

ROLE

Team Lead Consultant and Business Analyst, worked in Salesforce Sales, Service and Einstein Analytics

LOCATION

Ahmedabad, Gujarat, India

RESPONSIBILITIES

Leading the team, daily customer communication, requirement gathering and preparing the release notes and deployment activities, implementation of Lightning Application and Component Development with aura framework. Custom & Standard Data modelling, formulas and validations, Process automation. Apex Call back & VF pages.

Conga (Apttus)

JUN 2014 – MAY 2016

ROLE

Application Developer

LOCATION

Ahmedabad, Gujarat, India

RESPONSIBILITIES

Leading juniors and mainly involved with the Pre-Sales Engineering Department. Apttus Product demo implementation, understanding the customer's domain and implementing the POC's and demo. Also extensively worked in building solutions on Apttus CM and Apttus CPQ.

EDUCATION

Master's in computer engineering (University First)

2012 - 2014

Bachelor of Engineering: Computer Engineering

2005 - 2009