DURVESH MORONEY

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Date of Birth – 26th June 1994

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**SALESFORCE.COM CRM – Sales Cloud &CPQ functional**

An accomplished software engineer specialized in customization, configuration in SFDC and has the ability to create business processes; seeking to work for a software organization where I can execute my skills and experience to develop my candidature and can benefit the concerned organization

**PROFESSIONAL PORTFOLIO**

**Technical Expertise**

* Around 1.5 Years of experience in IT industry includes experience in Salesforce.com CRM Platform.
* Experienced in SFDC Administrative tasks like creating profiles, roles, users, page layouts, validation rules, approvals, workflows, reports, dashboards, Deployments and basic developments..
* Skilled in generating Reports, Dashboards, customized reports and analyzing the data in SalesForce.
* Worked on Salesforce CPQ bundle/data migration using CPQ tool.
* Provide end user support and assist with best practices to enhance and increase user and frontline knowledge of SFDC.
* Good Interpersonal skills, commitment, result oriented, hard working with a quest and zeal to learn new technologies.
* Good knowledge of Copado DeveOps Tool as Administration.

**PROFESSIONAL EXPERIENCE**

**Currrent experience:**

Organization: Larsen and Toubro Infotech

 Period : June 2019 to till

Designation : Business Analyst/Associate Consultant

**Certifications:**

 Salesforce Certified Administrator (ADM 201) Id: 20768382

 Salesforce Certified CPQ Specialist Id:20940240

 Salesforce CPQ Billing Training

 Copado DeveOps Admininstrator

**TECHNICAL EXPERTISE**

CRM : Sales force CRM

Databases : SOQL, SOSL, SQL

Tools : Workbench, Apex DataLoader

Operating System : Windows

**Project 1: Scania**

Designation – Business Analyst

Roles & Responsibilities:

* + Requirement gathering sessions with business stakeholders to discuss the requirements.
	+ Configure software to match business requirements.
	+ Working as a functional consultant to understand and map the business process in SFDC CPQ.
	+ Cretated User Stories and involved work closely with Scrum Master
	+ As a functional team member, involved in developing the POC based on the Client Specific.
	+ Involved in Business blueprinting documentation to capture the business process mapping and gap analysis.
	+ SFDC CPQ standard and custom configurations such as product setup, master data setup, pricing setup, various other specific business requirements such as cross sell and up sell, different quote versions, workflows and approvals, integration with Docomotion, UI/UX improvements.
	+ Monitoring daily team activities and ensuring timely delivery.
	+ Successfully completed and demoed the Implementation to the Leadership team

**Project 2: Acco Solutions Material Handling USA**

Creating Proof of Concept for proposal generation process for a Global Major in lifting and material handling systems, and also implemented the Cpq for US Market.

Designation – Business Analyst / Functional Consultant

Roles & Responsibilities

* + Created quote input process for guided selling process and implemented the guided selling based on the use case.
	+ Created the User Stories and Managed the Business Operations with Project Manager
	+ Implemented new set of product rules which will set users an alert if they didn’t filled the details for Special product while configurating the products.
	+ Worked on line item drawer and field sets to populate the details in the product column
	+ Created Workflow rules/Process builder for automating the approval process
	+ Created custom quote templates/Email templates based on the use cases
	+ Requirement gathering sessions with business stakeholders to discuss the requirements.
	+ Created Multiple quotes on single Opportunity based on user specific and implememted with Owd settings and automated the status update with the process builder
	+ Worked on product rules by creating and implementing in Steelbrick cpq
	+ Created quotes,quote lines based on customer requirement
	+ Worked on quote templates, template sections and approval process
	+ Created prices and injected new block price,list price for the products
	+ Experience working in Agile Methodology
	+ Daily Interaction with Business and clients on requirements analysis
	+ Involved in Lightning Migration and having experience in handling user issues post migration in admin level

**EDUCATION DETAILS**

* Bachelor of Engineering(Electricals and Electronics Engineering) from Government College of Engineeirng - 2017
* Master of Business Administration in IT Systems and Opertions - 2019

**DECLARATION**

I hereby declare that all the information provided in this document is true to the best of my knowledge.

Date:

Place: Pune (Durvesh Moroney)