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 | Shashank Bajpai |
|  CertificationsSalesforce Certified Platform app BuilderApttus 201 Apttus 202  Education Software Engineering ,M.TechBits Pillani,2015-2019(Pursuing)Bachelor in Computer ApplicationCSJMU University,2012-2015Senior Secondary(Class 12)UP Board,2010-2012Secondary(Class 10)UP Board,2010 TechnicalExpertiseSalesforce AutomationsSalesforce CustomizationSalesforce LightningSalesforce Sales ProcessEvent CloudSalesforce Lead ManagementSalesforce Opportunity ManagementApttus CPQApttus Approval ProcessSkillsEnd to End ImplementationExpert in Requirement GatheringDefining Business Process and Best automationGood in DevOps  Automation BuildingAttention to DetailsTeam Player Hobbies/InterestsGym and Fitness Freak.Playing Cricket.Reading BooksPersonal Information**Date of Birth:** 08ht October 1993**Gender** :Male**Language Proficiency**: English, Hindi**Total Work Experience:** 5 years 7 month. | Professional ProfileMulti-faceted, efficient, and reliable Salesforce consultant with more than 5.7 years of experience in end to end implementation of CRM application built on Salesforce Sales, Service and Event Cloud which includes extensive solutioning of most critical and complex Business cases.Proficient in customizing and configuring force.com platform to create business applications and have worked on CPQ and Quote to Cash model. Diversified skill set covering application development, administration, project management, and client relation. Excellent interpersonal, phone and digital communication skills.Expert in requirement gathering and implementing the best possible solutions. Understanding salesforce OOB features and utilizing it wisely. Salesforce/Apttus Experience * Have worked in Apttus and have good knowledge of Approval rules, Approval memory, pricing setup, Cart and Customer Facing Document part.
* Have worked on X-Author for Contracts and X- Author for Excel also
* Also have knowledge of CPQ and Quote to Cash Model.
* Experience in translating the Business flows to CRM using SFDC/Apttus best practices and crafting a solution that support their process and functional requirements.
* Understanding Business and building best solutions utilizing the Salesforce OOB features.
* Good Hands on deploying components through Azure , Git repo setup and Azure Devops
* End to End Customer Life cycle implementation of Sales Cloud.
* Experience working with Apex classes, Triggers, Controllers ,Controller Extensions, Lightning Components, Test

Methods, Application Design and Development on Multitenant Force.com platform. Created Aura enabled controller and implemented controller logics.* Sales Process setup.
* Expert in generating and analysing Custom reports and Dashboard for management & various business unit to provide detail information on key performance indicators.
* Expertise in Administrative tasks like creating Profiles, Roles, Users, Page Layouts, Approvals, Workflows, Validation Rules, Reports, Dashboards, Tasks and actions.
* Have good knowledge about deployments and can deploy any possible thing.
* Extensively worked on creating and customizing the Reports, Analytic Snapshots and Dashboards.
* Experience in designing, maintain Salesforce.com platform, Roles, Profiles, Permission Sets, Sharing Rule. Also experience in Sharing Rules, OWD, Groups, Queues, HTML, Visual Force Pages, Email Services, Record Types, Page Layouts, Search Layouts, Reports and Dashboards.
* Experience of deriving and using UML Use Cases, Activity Diagrams, Class Diagrams during the analysis, design and implementation phase of the projects.
* Good Experience in Email to Records, Email to Case, Email to Leads.
* Worked with various advanced fields like Picklists, Custom Formula Fields, Field Dependencies, Relationships, Validation Rules, Work Flows, and Approval Processes for automated alerts, field updates, and Email generation according to application requirements.
* Worked on Translation Workbench.
* Strong Agile experience, driven teams on DevOps Mode.

Project Detail – (Wipro 2015 -2020)* Worked in large health care engagement project and implemented CPQ using Apttus.
* Worked with various salesforce.com /Apttus objects like Accounts, Contacts, Opportunity, Agreement, Quote/Proposal, Order.
* Responsible for gathering the requirements by coordinating with the business analysts, team lead and

Project manager, to better understand the Business flow and implement the same logic in SFDC.* Have automated Quote lifecycle from where quote moves to different stages like draft , Approved, Sent to customer,etc
* Implemented Dynamic CFD document which changes language and values according to different Countries.
* Used X -Author Apex Data Loader for insert, update, and bulk import or export of data from Salesforce.com

Objects. Used it to read, extract and load data from comma separated values* Have automated assigning of Agreement to Quotes according to their hierarchy.
* Implemented automation to automatic data fill up on Quote Proposal record from Opportunity header and Accounts, this saved a lot of sales person time to focus more on Quoting rather than filling already filled up data.
* Implemented functionality of VAT/Taxes for each country it takes the data from master table and prints on the CFD according to it and there is check box switch to hide/unhide tax details.

Project Detail – (BMC Software 2020 -2021)* Working in End to end implementation of from lead getting created to giving quotes to the desired customers
* Worked on gathering the requirements from Product owner in grooming sessions
* Have worked on the REST API integration implemented in Apttus for fetching pricing from other system
* Have been working with Quote Management , Agreement Management ,Approval rule management and Sales cloud as well
* Have worked on implementing Product Master app where products gets created earlier this process takes place in other system and was then migrated to Salesforce
* Have created an app name Qtr End for support team using lightning Aura component as it the most crucial part for bmc support team as end of every quarter they have to perform many manual things which took lot of time efforts.
* With the help of IBM Watson and Apttus integration have worked chatbot which helps user in back staging the quote if helps user if they want to do some changes in the quote again as well.

Achievements * Always got the good appraisal throughout my carrier.
* 1 times Pat on the Back award, given to them who are going an extra mile to achieve Customer Confidence.
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