

Rahul Asarma

Phone: (M) +91 9920180259 Email:rahul.asarm@gmail.com
#Terra-B-303, Siddhashila Eela, Punawale, Pune Maharashtra, India
Linkedin: <https://www.linkedin.com/in/rahul-asarma-713b6131/>



Profile Highlights

- **4x Certified Salesforce Application Professional.**
- **Overall 11+ years of experience** in Software Development with Agile Scrum Methodology.
- Designed and Implemented **Sales Cloud, Service cloud and CloudSense (CPQ)** solutions for small to large scale implementations.
- Able to translate complex customer requirements into efficient and comprehensive solutions with configuration, code and components.
- Strong Knowledge on Salesforce Integration with other Platform.
- Effective communicator with good analytical, technical skills with the ability to relate to people at any level of business and management.
- Self-motivated, energetic and highly ethical in all work-related assignments.

Key Salesforce Certifications

- Salesforce Certified Sales Cloud Consultant.
- Salesforce Certified Platform Developer – I.
- Salesforce Certified App Builder.
- Salesforce Certified Administrator.
- CloudSense Certified Developer
- Copado Certified Administrator
- Flosum Certified Professional

AppExchange Products

- Conga Composer, DocuSign
- CloudSense
- SDOCS
- Apttus

Work Experience

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|---|-------------------------|
| • Salesforce Senior Technical Consultant
Infosys, Pune | July 2018 - Present |
| • Salesforce Senior Developer IT Analyst
Tata Consultancy Service, Mumbai | April 2012 - July 2018 |
| • Jr. Salesforce Developer
Abacus Consultancy Service, Indore | Nov 2011 - March 2012 |
| • Software Developer
RKN Soft, Indore | Nov 2010 - October 2011 |

Core Skills

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| • Requirement analysis & design. | • Document Generation Automations using Conga, DocuSign & SDOCS. |
| • Apex, Visualforce Pages, SOQL, SOSL, Triggers, Batch & Scheduled Jobs, Flows, Process Builder, Workflows, SLDS. | • CPQ Implementation using CloudSense (TeleCom Sales Console & Solution Console) |
| • Approval process, Validation rules, Sharing rules, Permission sets, Quick actions, Roles, Profiles. | • JIRA, Confluence & BitBucket-GIT |
| • Deployment using Change Sets, ANT, Bit bucket Pipelines, Copado, Workbench. | • VS-Code, Developer Console & Aside.io |

Academic Details

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| • Bachelor of Engineering from R.G.P.V. University | June, 2009 |
| • 12 th from M.P. Board | July, 2005 |
| • 10 th from M.P. Board | July, 2003 |

Extramural Activities

- Core Member of Being Agile Hackathon Organized at Infosys Level.

Key Projects

- **Transition Integration and Quote, Contract Generation Implementation**

OVERVIEW:

This implementation provides B2B Transformation for one of the Australia Based Telecommunications Service Provider Company Quote and Contract Generation via using Conga Composer, DocuSign. Introduced multiple integration for legacy service to on board in new flow.

TASKS:

- Implemented solution to display the Price Items in Quote and contract for different products.
- Coordinated with different third-party application team to-consume their APIs/to-provide APIs to be consumed and also exposed rest API.
- Orchestrated complex business logic in different process APIs.
- Created API specifications and provided them to teams.
- Developed common error handling and auditing implementations.
- Worked on CI/CD pipeline using COPADO and Git Hub.
- Worked on TMF integration.
- Worked on DEVOPS activity and played role of DEVOPS.
- Implemented product catalogue in cloudsense Configurator and orchestration, also worked on Solution CONSOLE and Telecom Sales CONSOLE of cloudsense.

- **Q2C Process Implementation of Healthcare Products in BSSE System.**

OVERVIEW:

This implementation is for one of the leading India based Telecommunication service provider Company, this project involves Implementing Lead2Case cycle primarily on force.com using Cloud sense for Product Configuration and Order Orchestration and Zuora (External Billing System)/Geneva.

TASKS:

- Prepared High level technical design, Release plan and Data Migration plan.
- Worked closely with Salesforce Program team to drive successful implementations of new projects, adoption of data quality and best practices of use.
- Work on integration of SFDC to LR, SFDC to Geneva and Catalyst with SFDC with Rest APIs.
- Responsible for critical development for customized CloudSense packages and automated manual activities to reduce development efforts.
- Worked on different product catalogue implementation with the help of cloudsense Configurator and orchestration for order journey.
- Implemented different S-Docs templates for different products for Customer order form.
- Actively involved in different Product Scenarios I.e. Price Revision, Addition & deletion and Termination of Services.

- **Non Commercial Order & Data Quality Rules Implementation**

OVERVIEW:

Non Commercial Order implementation has done for the order that have Currency change, Billing Entity change and DQ rules has introduced to validate unwanted data to save in Account, Contract and Legal Entity object.

TASKS:

- Provided technical architecture, design and implemented the solution.
- Interactive Report and dashboard to provide management on ongoing view on customer activity and journey.
- Implementation has done in Force.com, CS-Configurator, Orchestration and billing integration with Geneva.
- Introduction various validation for different fields with different scenario using Regex and code.
- According to customer requirement design and develop the COF template using S-Docs.

- **Customer Order Form Generation for US based Car Rented and selling Organization.**

OVERVIEW:

This implementation has done for one of the US based Car Rented and selling organization that are doing this on different plans and rent prices. All the details related to this need to display in place on one click.

TASKS:

- Analyze client requirement in daily meetings, prepare task list, project plan and estimation.
- Worked on S-controls with flash file with deep cloned functionality.
- Responsible for testing and fixing the defects.
- Deploy using Force.com IDE for sandbox to production environments.

- **Lead Management for American Family Organization.**

OVERVIEW:

In this implementation third party platform (.net) also involved, once lead has created in SFDC also need to be created in .net. and once the document that uploaded over there that also need to be uploaded in SFDC. In this Integration there was three organizations was involved.

TASKS:

- Using workflow sending Outbound message to third party once record has created in SFDC.
- Implemented web service class to capture the response that came from third party and save in Salesforce.
- Shared wsdl file with third party that generated from web service classes.
- Promoted implementation to Production using Change Set.

- **Medicine Reminder implementation**

OVERVIEW:

Medtexter is the product of the prmosync. That provides the online service for reminder of medicines by the services like Email or SMS on the user Contact address. Those have different reminder frequency as Monthly, Weekly and Daily also on daily multiple slot as well.

TASKS:

- Involved in development of web services on apex.
- Worked on inbound and Outbound Email service of sales force, sales force site with visual force pages.
- Worked on WSDL file of sales force for integrate the different sms provider websites.
- Worked on customer portal provided by sales force itself.
- Effectively used the Account, Contact and cases and different custom objects.

Personal Details

Gender: Male
Marital Status: Married
Interests: Watching & Playing Cricket.

Date of Birth: 04th April 1988
Linguistic Proficiency: English and Hindi

I hereby declare that all the information given above is true and I hold the responsibility of its authenticity.

Date

Signature