

Rahul Vasant Chaugule

S No 37/B PLOT NO: 27, Tingare Nagar, Pune, India - 411015

Phone: +91-9665894112 / +91-8459125649

Email: rahul.prayas89@gmail.com

Professional Summary

- 4.4 Years of Experience in Salesforce CRM Configuration and Development, Salesforce CPQ Configuration and Development, Zuora Billing System, Salesforce Billing System, Lightning.
- Experience in Salesforce CPQ configuration and development by using Salesforce CPQ Automation Tools.
- Experience in SFDC Development with the help of Apex classes, Test classes, Triggers, Visual Force, Lightning Components, Deployment Using XML Package, Asynchronous Apex, Workflow, Approval Process, Process Builder, SOQL etc.
- Having strong knowledge of all phases of SDLC with expertise in Requirement Gathering, Analysis, Designing, Development and Testing.
- Have a good experience in Agile/Scrum. Good communication Skill.
- Acquainted and well versed with CRM processes like Sales, Customer Support, Business Processes and recommended solutions to improve their processes using SFDC.
- Self-motivated and capable of rapidly learning new technologies and processes, and successfully applying them to projects and operations
- Acted as primary liaison between IT and business personnel facilitating proper understanding of the business needs and criticality of business workflow. Worked with Onshore and offshore team

Skills

- | | |
|------------------------|---------------------------------|
| ▪ Salesforce CPQ | ▪ Salesforce Billing System |
| ▪ Salesforce CRM | ▪ Lightning |
| ▪ Zuora Billing System | ▪ Salesforce Advanced Approvals |

Hands on Experience

- | | | |
|---------------------------------|--------------------------|---------------------------------------|
| ▪ Salesforce CPQ | ▪ Securities and Sharing | ▪ Zuora Subscriptions |
| ▪ Salesforce Billing | ▪ Validation Rules | ▪ Zuora Amendment & renewal |
| ▪ Salesforce Advanced Approvals | ▪ Workflow | ▪ Salesforce CPQ to Zuora Integration |
| ▪ Apex Classes | ▪ Approval Process | ▪ Z-Quote to Zuora Integration |
| ▪ Apex Triggers | ▪ Process Builder | |
| ▪ Visual Force Pages | ▪ Deployment | |
| ▪ Lightning Components | ▪ Test Classes | |
| ▪ Batch Jobs | | |

Tools: Data Migration using Data Loader, MS Vs Code, JIRA, Copado, BitBucket

Packages: Salesforce, Salesforce CPQ, AvaTax for Salesforce CPQ, Zuora Connector for Salesforce CPQ, Advanced Approvals, Salesforce Billing

Work Experience

- **PTC Software India Pvt. Ltd** July 2016 – Present
Salesforce CPQ Developer, Salesforce CRM Developer, Billing Expert

Salesforce Projects

Project 1: Quote To Cash (Salesforce CPQ and Zuora Billing)

Role: Salesforce CPQ Developer

Project Description:

Sales Rep want to close more deals faster than ever without struggling in quotes or Pricing to customers in a timely manner to get Fair pricing. To standardize process across the company is high tide for the company, needs a global hub where we can configure products, price and quotes.

Job Implementation:

- Direct interaction with product managers/Vertical heads and Business Admins into designing the best solution for problems in an efficient manner by Using Salesforce CPQ Automation Tools.
- Translate end user requirements into an easy way to navigate front end process.
- Implemented Pricing and Discounting by using Salesforce CPQ Pricing and Discounting Tools
- Developed different types of CPQ Quote Template based on PTC's custom Business need.
- Configuration of Price Rules with Price Action based on specific Price Conditions.
- Overridden Out of Box Renewal quoted functionality for use cases of Business process with the help of Scheduled Classes, Batch apex, process builder, email templates, custom metadata.
- Created Permission sets to give access of Steelbrick Salesforce CPQ app and related functionality for Direct and Channel users.
- Simplified Quote approval process with Advanced Approval process.
- Documented and developed code according to specification and standards.
- Created Batch and Queueable jobs to validate and backfill data from Salesforce CPQ and Zuora Cloud.

Project 2: Zuora Quotes and Zuora 360 Sync

Role: Salesforce Developer, Billing Expert

Project Description:

It is used to sell products to customers. Zuora provided this quote to handle subscription business. We can handle renewal and amendment of subscription by creating zquote's. Zuora 360 sync is used to sync subscription and product from Zuora to SFDC and vice versa.

Job Implementation:

- Developed triggers to create Zuora customer account in Zuora and sync those data back to SFDC
- Developed and scheduled batch jobs to implement renewal opportunity and quote functionality for use cases of Business process.
- Customized zuora amendment call if there are more than 10 Z-Quote amendment call to Zuora and error handling if amendments are failed to interface to Zuora with the help of Apex classes, custom settings.
- Developed different wrapper classes to provide WSDL to Integration Team [SOAP].

- Send to z-billing customization based on oracle order status with the help of Trigger and Apex classes.
- Developed Batch jobs to update some of the custom fields on subscription object in Zuora.

Project 3: Partner Finder (Lightning Project)

Role: Lightning Developer

Project Description:

We have created custom badges for PTC's partners. Channel ops manager will assign badges to PTC's qualified partners. We have automated many things to assign badges to partner.

Job Implementation:

- Developed the Data Model, related fields and its relationships.
- This project is fully developed in lightning and used Triggers, Classes, test Classes, Visualforce pages, Custom Settings and Email Template as per requirements

Project 4: Phoenix (Transaction Health System)

Role: Salesforce Developer

Project Description:

Find data discrepancies between SFDC cloud to Zuora cloud and then fix those contracts (CPQ) systematically. We are building PTC's custom Zuora connector for CPQ. There is separate integration team for this.

Job Implementation:

- Developed the Data Model, related fields and its relationships for custom PTC's Zuora connector for CPQ.
- We have written Triggers, Classes, test Classes, batch Apex, schedulable classes and Queueable classes to fix all the partially synced CPQ contracts to zuora.

Awards and Achievements

- Received IT Excellence award (Individual) in PTC for Successfully implementation of CPQ Project.
- Received IT Excellence award (Team Award) in PTC for Successfully implementation of Phoenix (Transaction Health System) project.
- Received "Customer First" award from PTC Software for supporting Transaction End to End flow [Quote-To-Cash Process].
- Got First Prize in National Level Video Clip Competition
- Got Third Prize in National Level Photo Competition
- Got Forth Prize in National Level Speech Competition

Educational Qualification

| Examination | Board/University | Percentage (%) | Passing Year |
|--------------------|--------------------------------------|----------------|--------------|
| M.E.(Computer) | Sinhgad College Pune | 8.00 CGPA | 2016 |
| B.E.(Computer) | Vishwakarma Institute (VIIT) Pune | 62.95% | 2014 |
| Diploma (Computer) | Govt. Poly. Miraj | 88.07% | 2011 |
| SSC | State Board Pune | 89.23% | 2008 |

Personal Details

Father's Name : Vasant Vishnu Chaugule
DOB : 03-Dec-1992
Gender : Male
Nationality : Indian
Languages known : English, Hindi and Marathi

Declaration:

I declare that the above-furnished details are true to the best of my knowledge and belief.

Place:
Date:

(-----)
Rahul Vasant Chaugule