

## NARESH.N

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### Professional Summary

- Having **6+** years of experience as SFDC Developer and Administration and am presently working in Deloitte USI as a Team Lead.
- Expertise in SFDC Configuration and Customizations, lightning flows, Validation Rules, Workflow Rules, Approval Processes, Sharing Rules, Custom Settings and Custom components.
- Good at building Apex Classes, Apex Triggers, Aura components for various functional needs in the application, good knowledge on coding standards.
- Has 1+ experience on aura components, lightning flows and Lightning web components (LWC).
- Hands on experience on Deployment tools like GitHub, Eclipse, SourceTree, change set, Workbench, Visual Studio code.
- Have experience in managing packages like Advanced Approvals, DocuSign, Adobe Sign, Conga CLM, Conga Composer, Salesforce CPQ, Cancel and replace, etc.
- Implemented Package Level Settings in Salesforce.com CPQ Managed Package based on the Requirement to improve performance.
- Customized salesforce CPQ functionality to achieve time out issues and reduce transaction time, implemented custom OOB functionality to overcome time out issues and performance issues.
- Has experience in Service cloud, Sales cloud, Finance cloud, Subscription Management, Partner Relationship Management.

### Professional Organizations and Education

- Currently Working as Senior Consultant in **Deloitte**
- Worked as Salesforce Developer in **Deloitte** on Payroll of **ACS** (May - 2017 to March 2018)
- **B. Tech** in Mechanical Engineering from **MVSR Engineering College**.

### Application Systems

Skill Set: Apex, Visual Force, JavaScript, HTML, Salesforce Workbench.

Tools: Visual Studio code, Eclipse, Apex Data Loader, Workbench, Ant Migration Tool.

## Certifications

- Salesforce CPQ Specialist
- Platform Developer I
- Platform Developer II

## Projects

### Project 4:

**Technology** : Salesforce.com CPQ

**Duration** : Jan 2021 to Till Now

**Role** : Developer (salesforce.com), Developer (salesforce.com CPQ)

**Description** : Client is a software company that processes 35% of U.S. mortgage applications. The services are based on a software as a service model (SaaS) that streamlines and automates the process of originating and funding new mortgage loans and facilitating regulatory compliance.

Network connects mortgage lenders, investors, and service providers. Its Encompass product combines loan origination, business management, and customer relationship management.

### **Contribution :**

- Worked on Several POC's and provided demos to client on few requirements in Salesforce and on integrated tools like Adobe Sign.
- Handled a team of 5 members.
- Created Technical user stories, technical design and Worked on Aura components, Apex class, Triggers, batch class, scheduled classes, LWC etc.
- Completely handled Quote life cycle, Adobe sign.
- Designed and implemented crucial business functionalities and data tables which are back bone for this project.

### Project 3:

**Technology** : Salesforce.com CPQ

**Duration** : Feb 2020 to Jan 2021

**Role** : Developer (salesforce.com), Developer (salesforce.com CPQ)

**Description** : Client is the world's leading software company dedicated to the success of IT solution providers. We do it through our unmatched software, services, and community, and that's why more IT solution providers use our platform around the world than any other.

Our company is filled with tech-loving, passionate people who simply want to make IT better. From the top-down, we are all dedicated to guiding our partners and the industry further.

### **Contribution :**

- Involved in gathering requirements, building user stories.
- Handled a team of 4 members.
- Provided technical design and solution for blockers to archive client's requirements.
- Worked on Aura components, reports and dashboards.

- Completely handled Quote life cycle, Docusign, Quote templates, Advanced approvals.
- Delivered above modules with less than 8% of defects.

## **Project 2:**

**Technology** : Salesforce.com CPQ  
**Duration** : Aug 2019 to Feb 2020  
**Role** : Developer (salesforce.com), Developer (salesforce.com CPQ)

### **Description :**

Client is an American Fortune 500 corporation that designs, manufactures, and distributes engines, filtration, and power generation products. client also services engines and related equipment, including fuel systems, controls, air handling, filtration, emission control, electrical power generation systems, and trucks. Headquartered in Columbus, Indiana, United States, client sells in approximately 190 countries and territories through a network of more than 600 company-owned and independent distributors and approximately 6,000 dealers.

### **Contribution :**

- Concentrated mostly on fixing Apex time out issues.
- Implemented custom logic to product rules to reduce transaction time.
- Improved performance by 60% in some transactions.
- Worked on Apex class and batch classes.

## **Project 1:**

**Technology** : Salesforce.com CPQ  
**Duration** : May 2017 to Aug 2019  
**Role** : Developer (salesforce.com), Developer (salesforce.com CPQ)

### **Description :**

Client is an independent company that owns and operates a collection of subscription-based businesses "focused on scientific and academic research, patent analytics and regulatory standards, pharmaceutical and biotech intelligence, trademark protection, domain brand protection and intellectual property management. They want the sales rep to create and close the Opportunity very fast and very accurate. As it was on a subscription-based product client wants to increase or decrease the quantity of products on the customer bases.

### **Contribution :**

- Involved in gathering the client Requirements.
- Prepared a document of how data should be flow during the contracts and Renewals.
- Worked on Quote Templates and Order Forms based on Business Requirement.
- Worked on Product rule, discount schedule and approval Processes in salesforce CPQ.
- Created Some Process Builder, workflow, approvals as for the requirement.
- Created Triggers in apex classes, Lightning components in salesforce.

## Awards

- Spot Award (2 in total)
- Applause award (3 in total)