

Jeevraj Rao | Senior Consultant

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A certified Salesforce Developer with over 6 years of experience in Salesforce, CLM, and Project Management. Proven ability to lead cross-functional teams and deliver successful projects on time and under budget.

Employment

- **Deloitte** **Bengaluru**
Senior Consultant *June 2021–Present*
 - Currently leading a team of 2 in the implementation of DocuSign CLM for a cloud-based learning and talent management software company.
 - Led a team of 4 to integrate Salesforce with multiple technology stacks for a Semiconductor manufacturing company using REST API, reducing manual data entry and improving contract management.
 - Led a team of 2 in implementing Apttus CLM for an American drilling company, streamlining contract compliance and eliminating manual processes.
 - Led a team of 10+ in implementing DocuSign CLM for an American software company, significantly reducing operational costs.
- **Deloitte** **Bengaluru**
Consultant *January 2019–May 2021*
 - Implemented security and sharing rules at the object, field, and record level for various users across the organization.
 - Developed single sign-on, custom Apttus approval process, and contract lifecycle management.
- **Standav** **Bengaluru**
Business Technology Analyst *July 2016–December 2018*
 - Analyzed and reviewed business, functional, and technical requirements, and developed code to specifications and standards.
 - Provided support for quality assurance testing and defect resolution, and offered additional support as needed.

Education

Academic Qualifications.....

- **National Institute of Technology, Karnataka** **Surathkal**
B.Tech, Information Technology, CGPA – 6.0 *2012–2016*
- **Expert PU Science College** **Mangaluru**
Higher Secondary Certificate, Percentage – 87.5 *2010–2012*
- **Sharada Vidyalaya** **Mangaluru**
Secondary School Certificate, CGPA – 8.4 *2009–2010*

Technical and Personal skills

- **Programming Languages:** Apex, Visualforce, JavaScript, LWC, JSON.
- **Industry Software Skills:** MS Office, GIT, JIRA, Force.com IDE.
- **General Business Skills:** Excellent presentation skills, Strong problem-solving skills, Ability to work well in a team.
- **Other:** Apttus CLM, DocuSign CLM, Sales Cloud, Ant Migration Tool, Data Loader.

Interests

- Video gaming
- Formula 1
- Web Surfing
- Football

Declaration

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particular.

Jeevraj Rao