

Nayan Dhawas

Senior Salesforce Developer

Contact

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Technical Skills

Salesforce CPQ

Salesforce Pardot

Apex Triggers

Batch Apex

Salesforce Salescloud

Business Skills

Communication

Team Work

Code Review

Leadership

Senior Salesforce Developer with experience of 3 years. Highly Organized in working as a Team Player, Communication and Deliverables.

Education

- 2002-04 - **Junior School & High School**
2014-03 *The Aditya Birla Public School - Awarpur*
- 2014-08 - **BE: Computer Science**
2018-05 *S. B. Jain Institute of Technology - Nagpur*

Work Experience

Senior Salesforce Developer : Jun 20 - Current
Salesforce Developer : Jun 18- Jun 20

Project

- 2020-04 - **Salesforce CPQ Developer**
Current *US Based Real Time Payments Solution Provider, Pune*
- Description:** Client is a leading payment solution software provider for Banks and Merchants. Client is driving the digital transformation of banks & merchants to help them meet the real-time payment needs of their consumers and business customers.
- Responsibilities:**
- Interacting and communicating to understand the business requirement with Marketing, Sales and Finance departments to understand their pain points.
 - Understanding user stories and mapping them to technical requirements to get the best out of system.
 - Configuring Salesforce's CPQ package as per client's business processes.
 - Designing and implementing CPQ for pricing mechanism.
 - Developed complex pricing logic using Price Rules, Summary Variables, Discount Schedules, Look up Tables and QCP.
 - Configuration of Product Bundle using Product Rules,

Problem Solving

Task Management

Requirement Gathering

Languages

English

Hindi

Marathi

Features and Configuration Attributes.

- Deployment of developed components using change set as well as migration of different created rules using data loader in different phases grouped by major functionalities.

2. US Based Salesforce

2020-01 -

2020-03

Salesforce Developer & Salesforce CPQ Developer

US Based Salesforce Consulting Firm , Pune

Description: Client is a professional consulting services firm. Client has been helping different clients in implementing cutting edge technologies. For this client, I have worked on multiple projects, which includes CPQ Configurations as per client's requirement.

Responsibilities:

- Effectively understood the business requirements and mapped them to the underlying technical requirements and proposed a technical solution for the same.

- Creating different product rules, price rules as per client requirement.

- Creating different validation rules, workflows, process builders and triggers as per client requirement

- Developed Test classes to ensure that the developed code is appropriately tested for all use cases involved in the application.

2019-10 -

2019-12

Salesforce CPQ Developer

Leading provider of IT products and services, Pune

Description: Client is a multinational Information Technology Equipment and Services company which offers a diversity of products and services in the area of personal computing, enterprise computing as well as storage products, telecommunications, advanced microelectronics and air conditioning.

Responsibilities:

- Interacting with the client to understand business requirement.

- Creating Lightning Web Components as per the client's requirement.

- Creating Custom Action to call LWC on click of button

in QLE.

- Recalculating discounts in LWC for different QuoteLineGroups.
- Creating components for cloning of data related to a QuoteLineGroup which included all Standalone products as well Bundle products.

2018-12 -
2019-09

Salesforce CPQ Developer & Pardot Specialist

Philippines based Salesforce Consulting Services, Pune

Description: Client was a Consulting Service provider that mainly focused on providing skilled resources in HealthCare, Transport, Financial Services and Government domain across all time zones.

Responsibilities:

- Development of various functionalities using point & click capabilities, using apex using, Pardot and CPQ Platform.
- Requirement Analysis for Pardot implementation.
- Integrated Pardot with Salesforce for bi-directional lead sync.
- Create campaigns and generate tracking code to embed it in the client's website to track all the visitors.
- Set up autoresponder emails and drip marketing programs to nurture colder leads to a sales-ready state.
- Automatically alert reps when leads are sales ready.
- Built form handlers and embedded in the client's existing Website.
- Price Rules, Product Rules, Product Configuration, Bundle Configuration Quote Templates, Section Terms & Line Items
- Created asynchronous framework trigger to by-pass the time limit issues while creating Renewals.
- Custom development of creating Quote Lines on Amendments while Renewals are contracted.

2018-06 -
2018-11

Salesforce CPQ Developer

Event Management Facilitator, Pune

Description: Client is a privately held software-as-a-service company that specializes in market-Certifications Additional Information leading meetings, events, and hospitality management technology.

Responsibilities:

- Interacting and communicating to understand the business requirement with Marketing, Sales and Finance departments to understand their pain points.
- Understanding user stories and mapping them to technical requirements to get the best out of system.
- Designing and implementing CPQ for pricing mechanism.

Certifications

Salesforce CPQ Specialist

Salesforce Pardot Specialist

Additional Information

1x Speaker at Salesforce Meetup.

Mentored Freshers in Training Program.