Vinay Rathore

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Objective:

Profile Summary:

- Having 2+ year's experience in Salesforce administration and development.

- Experience in Salesforce QTC cycle (Quote to Cash) with Salesforce CPQ.

- Extensive knowledge in Salesforce workflow engine technologies like workflow rules, process builder, flow builder, schema design, validation rules etc.

- Experience in Salesforce security and access which includes profiles, permission sets and record level of sharing rules.

- Knowledge in Salesforce data migration and deployment process.

- Experience with Salesforce community cloud portals.

- Expert in analyzing salesforce business requirement into technical implementation.

- Developing Salesforce platforms to meet ever-changing needs.
- Excellent ability to driven business concepts into Automated Data driven technology.
- Knowledge of common project management methodologies.

Technical Skills:

Salesforce/Force.com Technologies	Workflow rules, process builder, flow builder, validation rules, Formula fields, schema designer, Approval rules, Email and alerts, Apex, SOSL, SOQL, Visualforce, Lightning, Lightning Web Component, External objects, SF Analytics, Reports and Dashboard, Profiles & permission Sets, Connected Apps, Data loader etc.
Database	MySQL
Web technologies / Programming languages	HTML, CSS, JS,PYTHON
Operating system	Windows (All versions), Basic Unix

Educational Qualifications:

Degree	Year	Institute/Board	Percentage
B.Tech(CS)	2017	Rajasthan Technical University	70%
12th	2013	Central Board of Secondary Education	60%
10th	2011	Central Board of Secondary Education	74%

Work Experience

Company Name : ContractPodAI

Designation : Salesforce Developer

Time period : 2021(Dec) and present

Project#1: Contract Management

Description: This project is related to a product which provides creation of different contract types through the help of salesforce and AI. As there are numerous requirements of clients we have to implement new functionalities maintaining the salesforce and web app integration for the smooth user experience.

Roles and Responsibilities:

• Test the functionality created on salesforce

• Add custom logic to user specific requirement.

• Maintain the test coverage for the classes

Company Name : Ascent Cyber Solutions

Designation : Software engineer

Time period : 2019(oct) and present

Project#1: Custom Pricing Implementation with Salesforce CPQ

Description: This project is related to a leading online training provider who provides tailored, effective learning experience for all skill level for the IT domain. As they provide a very tailored structure for learning, their courses, pricing structure having lots of complexities and constraints. The entire pricing structure is implemented through salesforce CPQ pricing modals and constraints.

Roles and Responsibilities:

• Understand the pricing modal from the lead and then configure it along with business logic automation

• Custom complex pricing and discount configuration though Apex and CPQ API's.

- Template branding and quote to signature automation process

- Building of Email template, workflow rules and approval automation process

- Deliver end user training and documentation

- End to end testing of the configuration and business flow

Project#2: Sales Process Implementation for Banking domain

Description: Implemented entire sales process for a banking domain customer, starting from lead capturing to nurturing and distribution to the sales rep. Once the lead turns into opportunity the customer verification process begins where customer verification done through field agents, these field agents perform the process through salesforce community sites. Post opportunity, renewals and upsells process has been built along with revenue/deal maximiser process.

Roles and Responsibilities:

- Management of content on salesforce community sites and ensuring limited sales process exposed to the salesforce community.

- Building Custom visual force page with lightning compatibility to expose on the salesforce communities.

- Build sales automation rules for the lead channeling flow.

- Automation for upsell, renewals, offers and discounts

- Email templates branding, different sales layout configuration and maintaining role based restricted views.

- End to end testing of the configuration and deployment

<u>Key Skills and Strengths:</u>
- ➔ Quick learner
- ➔ Good communication and interpersonal skills
- ➔ Good in analytical skills
- ➔ Focused and punctual
- ➔ Diligence

<u>Other Interests:</u>
- ➔ Boxing
- ➔ Natural language processing

Personal profile:

Date of birth: 30th July 1995
Marital Status: Single
Languages known: English, Hindi