



# NIKHIL WAGHMARE

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## PROFESSIONAL OVERVIEW

- ⇒ I have overall 6.8 Years of IT experience and 2.3 years of Salesforce CPQ Admin / Developer which comprises of Salesforce Customization and Configuration. During this tenure I was involved in various stages of software development life cycle including – development, Salesforce CPQ platform, Billing and involving in various phases of Software development including SFDC Administrator configuration, testing, deployment.
- ⇒ Worked on Salesforce CPQ (Steel brick) pricing using list, cost/markup, percent total, block, price rules, calculator plugins, filter rules, system and user discounts.
- ⇒ Thorough understanding of declarative solutions including creation of custom objects, workflows, approvals, field updates and communication templates.
- ⇒ Expertise with Apex Programming, Lightning pages design, Triggers, Batch Apex, Test Classes, Custom Objects, Standard Objects and Workflows, and solid understanding of the capabilities and constraints of the SFDC CRM application.
- ⇒ Experienced in analyzing business requirements and implementing specifications to Salesforce custom objects, master-detail relationships and lookup relationships.
- ⇒ Proven ability to communicate complex ideas, issues, concepts and solutions to all levels of the organization along with analytical, planning and team building skills.

## TECHNICAL SKILLS

<b>Salesforce Technologies:</b>	Salesforce CPQ, Apex Classes, Apex Triggers, SOQL, Apex Data Loader, Dashboards, Reports, Custom Objects
<b>Programming Languages:</b>	Apex
<b>Web Technologies:</b>	HTML , JavaScript,
<b>Database:</b>	SQL
<b>Data Management &amp; Tools:</b>	Data Loader, WorkBench, Python Scripting
<b>Operating Systems:</b>	Windows

## WORK EXPERIENCE

- Working for Wissen Infotech as a Senior Software Engineer from Dec 2021 to Present.
- Working for Informist Data and Analytics pvt ltd as a Executive from May 2019 to Dec 2021
- Working for Wipro Technology as a System Analyst from Sept 2017 To May 2019

## PROJECT SUMMARY

### 1. TEDNILE SOLUTIONS

*Salesforce CPQ Specialist / Administrator*

#### ROLES AND RESPONSIBILITIES:

- Configure Products, Bundles, Dynamic Bundles etc (CPQ out of box features)
- Worked with native Salesforce quote to cash functionality such as Opportunities, Product configurations, Product rules, Price rules, Quotes, Orders and contracts, Lead-to-Cash business processes.
- Functioned as an SME for the salesforce CPQ customization.
- Coordinated with Business Users and Pricing team to gather requirements for CPQ implementation.
- Coordinated with Legal, Business Operations, Orders and Finance teams to execute customer agreements and process purchase orders.
- Worked on Salesforce CPQ (Steel brick) pricing using list, cost/markup, percent total, block, price rules, calculator plugins, filter rules, system and user discounts.
- Build CPQ Quoting & Product configuration.
- Performed administrative tasks such as creating users, roles, profiles, sharing rules, email alerts and business processes.
- As, there were many configurators, build a apex program to load the CPQ configurators. Used the pricing rules to build the discounting logic and reduce the complexity of existing process.
- Involved in Sales cloud Application setup activities and customized the apps to match the functional needs of the organization.

## 2. SCHNEIDER ELECTRIC PVT LTD

*Salesforce Developer /CPQ Administrator*

### ROLES AND RESPONSIBILITIES:

- Migrating Data from source org to target org.
- Deployment of all objects, Validation Rules, Records, Pages.
- Migration initiated with the help of python script which is executed from cmd prompt.
- Lookup relationships are mapped in local mysql database to use the target ids in further migration.
- Worked on various salesforce.com standard objects like Accounts, Contacts and Opportunities.
- Maintain and developed the Custom objects, Custom fields, Custom tabs, and Validation rules.
- Fix functional and defects raised by client.
- Designed and mapped CPQ objects to Salesforce custom objects and involved in Advanced Workflow Approvals.
- Functioned as an SME for the salesforce CPQ customization.
- Worked with native Salesforce quote to cash functionality such as Opportunities, Products, Price books, Quotes, Orders and contracts
- Coordinated with Business Users and Pricing team to gather requirements for CPQ implementation.

### EDUCATION

- B.E in **Electrical Engineering** from D.M.I.E.T.R Wardha with 57.68%.

### PERSONAL DETAILS

**Name:** Nikhil V. Waghmare

**DOB:** 01- Jan -1994

**Languages Known:** English, Marathi and Hindi

**Place:** Pune

I hereby declare that the information that I have furnished is authentic, and true to the best of my knowledge.

Nikhil Waghmare