

## Curriculum Vitae

**Pravinkumar Narayanrao Kumbhar**

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### Experience Summary (Total Experience: 9 years)

- ☐ Working as Lead Software Engineer with TSYS (Global Payments Inc.)
- ☐ Worked as Senior Associate Consultant with Infosys Technology.
- ☐ Worked as Technical Consultant with Wipro Technology.
- ☐ Worked as Software Engineer with Harbinger Systems.
- ☐ Worked as Software Engineer with NetGyani Systems.

### Professional work profile

- ☐ A post graduated, having around 9 year's experience in IT, in development and reengineering with relevant of 6 years of experience on salesforce platform.
- ☐ Experience in writing Apex Triggers, Platform Events, Flows, Apex Classes, Visual force, Custom controllers & extensions.
- ☐ Having good knowledge on designing of Reports and Dashboards.
- ☐ Worked on the designing of custom objects, custom fields, role based page layouts, custom Tabs, custom reports, report extractions to various formats, design of Visual Force Pages, Dashboards and various other components as per the client and application requirements.
- ☐ Good understanding of all the aspects of software/product development life cycle and application security life cycle.
- ☐ Have comprehensive experience in the entire software project lifecycle that includes requirement gathering, requirement analysis, designing, development, unit testing and implementation.

### Technical Skills

<b>OOTB Skill Set</b>	Workflow Rules, Process Builders, Platform Events, Flows, Import Wizard, Data Loader, Validation rules, Rollup Summary
<b>Salesforce Customization Skill Set</b>	Platform Event, CDC, Async Trigger, Apex, VF, Triggers, Future Callouts, Batch Apex, Integration, LWC
<b>Managed Packages</b>	myTrialhead, Klue, Dialpad, Salesforce CPQ, Veloce Advanced Configurator, Pardot, Cloud sense Sales Console, CS Anywhere, CS O&S Telecom Module, CS Click Approve, Conga Composer, Map Anything, DocuSign
<b>Tools( Development, Deployment, Ticketing System)</b>	Eclipse, Aside.io, Bit-bucket, Rally, JIRA

### Certification:

- Salesforce Certified Developer (DEV 401)
- Salesforce Certified Administrator (ADM 201)
- Salesforce certified Platform App Builder
- Salesforce Certified Platform Developer I
- Salesforce Certified Platform Developer II
- Salesforce Certified Sharing & Visibility Designer
- Salesforce Certified JavaScript Developer I
- Salesforce Certified CPQ Developer

### Project Profile:

**Project** : Camelot  
**Client** : Global Payments Inc.  
**Domain** : Banking

### Description:

Global Payments Inc Simplify Commerce with Powerful Payments Technology, Leading Software Solutions and World-Class Expertise from Global Payments Over 3 million Companies, From Startups to Global Brands Over 1,300 Institutions, From Community Banks to Global Financial Institutions Over 600 million Cardholders

### Responsibilities:

- Camelot project having different initiative within single project like, Opportunity Simplification, Prospecting, Streamline Boarding, CPQ Performance
- Acts as a technical lead for defining the functional & technical scope by interacting with different regions stakeholders
- Implemented Enterprise Integration Design Pattern collaborating with Salesforce team.
- Revamped the Salesforce UI for single screen merchant onboarding with the help of Veloce managed package.
- Implemented complex document generation using XSL-FO.
- Included in product modelling for new credit plan & policies.

### Project Profile:

**Project** : **Ziggo**  
**Client** : **Liberty Global**  
**Domain** : **Telecommunication**

### Description:

Ziggo is the largest cable television operator in the Netherlands. Offers video, broadband internet, and fixed-line telephony (VoIP). Having Customer base 4 million & Revenue \$2.7 billion

### Responsibilities:

- Ziggo is using salesforce platform for managing their B2B 'lead to Quote' processes, involved in setting this sales process.
- Involved in Product designing using CS to sell their SoHo & Small business product using salesforce platform.
- Involved in Product availability check integration.
- Involved in Giga Bit Project to dynamically set product availability & render this information on Product Configuration Screen.

### Project Profile:

**Project** : **UPC Poland**  
**Client** : **LGI**  
**Domain** : **Telecommunication**

### Description:

Liberty Global is the world's largest international TV and broadband company, with operations in 11 European countries under the consumer brands Vodafone Ziggo, Virgin Media, Unity media, Telnet and UPC.As per our

implementation we are focused on enabling the salesforce capability in Poland region using Salesforce & CPQ.

### **Responsibilities:**

- Understanding the business requirement & setup up E2E flow in salesforce for Products selling.
- Also Worked on product modeling on Cloud Sense CPQ (Configure-Price-Quote).
- Used Conga composer for Offer & Contract generation.
- Develop Reports & Dashboard Module.
- Implemented Integration for Address Check & Serviceability Check from external system AKANA.
- Handle to understand customer's issue from case raised different department and consulting them about salesforce.com functionality.

### **Project Profile:**

<b>Project</b>	:	<b>Merchant On-Boarding</b>
<b>Client</b>	:	<b>WorldPay/Vantiv</b>
<b>Domain</b>	:	<b>Banking</b>

### **Description:**

Vantiv is a leading credit card processor and POS solution provider for businesses of all sizes. They help to Grow your business with data-driven credit card processor solutions that help you conduct more commerce and get more payments. Improve your business with insights and options not found elsewhere. Secure and assure your business, and your customers, with advanced fraud and protection services designed by big problem solvers.

### **Responsibilities:**

- Understanding the way of approach for merchant on boarding & streamlining them into a centralized SFDC System. (Vantiv & WorldPay).
- Streamline the business requirement which starts from lead to order journey.
- Product modelling built on of oracle Big Machine CPQ.
- Used a complex set of Visualforce page Implementation & page to page validation for merchant data.
- Used Process builder to define flows
- Involved in Deployment Activities.
- Also be involved to make this module lightning compatible.

### **Project Profile:**

<b>Project</b>	:	<b>Philips - Channel CRM –M2O Partner Communities</b>
<b>Client</b>	:	<b>Philips</b>

### **Description:**

Philips has a specified community for their Channel partner. With this implementation they influence their channel business & internal Philips business by tracking it on one place. On these communities, Partner users can create/track Direct and Indirect sales. Internal Philips users can create and track indirect sales on behalf of partner users.

### **Responsibilities:**

- Analyzed Business for M2O market & implement the Partner communities for their sales rep to track indirect market selling.
- Involved in branding the community & migrating older portal users to new one.
- writing Apex Trigger
- Used Process builder to define flows

- Involved in Deployment Activities.

### Education:

- Master of Computer Science– **71.87%** (Shahu College Latur).
- Bachelor of Computer Science - **63.14%** (Sangola College Sangola, University of Solapur).
- H.S.C–**75.67 %**( Aurangabad Board).
- S.S.C–**78.66 %**( Aurangabad Board).

### Personal Details:

Name	Pravinkumar Narayanrao Kumbhar
Gender	Male
Date Of Birth	20th Oct, 1989
Marital Status	Single
Address	Flat C202 "SHIVA HEIGHTS 2", Kunal Icon Road Pimple Saudagar 411027
Language known	English, Hindi, Marathi

**Yours Faithfully**

(Pravin N. Kumbhar)