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|  |  | **Karthik KS**Salesforce Consultant at A5Corp IndiaContact Number: 9743710629Mail ID: kkalkuntesfdc@gmail.com |  |
|  |  |  **Image result for sales cloud in salesforce C:\Users\Config Consultants\Desktop\download.png** |  |
| **TECHNICAL****SKILL** |  | Karthik Kalkunte has experience in Salesforce CPQ/CRM,Salesforce Admin, Salesforce CPQ, Docusign, Congo Composer, Sales cloud, Service Cloud. |  |
| **PROFESSIONAL****SUMMARY** |  | Mr. Karthik Kalkunte has Overall IT Experience with **2+** years.Currently Working as a Salesforce Consultant at A5Corp and has a experience of **2+** Years in Salesforce implementations including **3** **months** of **internship** in the A5 Corp.Previously worked Internship for **6 months** as **Embedded C** Developer in Cranes Software Solutions.* Hands on experience in Configuring, Customization, Support, Security, Testing and Administration on Salesforce.com.
* Has good knowledge of the Technical and Functional aspects of Salesforce.com, on demand CRM package.
* Having good experience on Salesforce CPQ.
* Create and manage custom objects, fields, formulas, validation rules, custom workflow, and approval processes.
* Experience in Salesforce, CPQ, Configuration, SOQL queries.
* Configured Products, Bundles, Bundles with Hierarchies, Price List with across all products
* Various pricing factors like pricing, volume based pricing, attribute based pricing has been configured.
* Having good experience on Testing, Production Support and, and Implementation of SFDC.
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| **EXPERIENCE** |  | **Client: Menlo Security****Role: Salesforce CPQ Consultant*** Implement Record types in Account, MDQ product architecture in products, pricing, discounting process
* Bundles and products configuration, applied discount schedule for the required product.
* Worked on Quote and Quote templates according to the business requirement.
* Scheduled the reports and dashboard
* Created Page Layouts, Search Layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.
* Implemented Configuration attribute and custom actions
* Salesforce Billing and its configuration, flow from Lead to Billing (Lead to Invoice Generation), Conga Composer for Invoice Generation
* Integrated salesforce with Docusign, Conga Invoice generation.

**Client: myDevices****Role: Salesforce CPQ Consultant*** Implementing the End to End Salesforce process (Lead-to-Cash).
* Implement Record types in Account, MDQ products architecture, pricing, and product rules.
* Created Page Layouts, Search Layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.
* Implemented various price rules to meet business requirements.
* Worked on Quote template to generate the quotes.
* Implemented Configuration attribute and custom actions for the different products list and category.
* Using Process builder automated the Order generation and Invoice generation.
* Documentation of the entire flow from the Lead to Cash Process

**Client: Current Renewable Engineering(CRE)****Role: Salesforce Community Cloud Consultant*** Analyzed Requirements, involved in the development of all modules which includes service and community cloud.
* Created and configured Bundles and Products
* Created Formula Fields, Validation Rules for the flexibility and functionality of force platform application.
* Created Page Layouts, Search Layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.
* Implemented Workflow Rules, flow and Process Builders for Automation.
* Implemented sharing rules, Roles, profiles and permission sets.
* Created Community page with partner template and setup according to business requirements.
* Customized different page layouts and assigned to different profile users.

**Current Project Client: Urban Efficiency Group****Role: Salesforce Service Cloud Consultant*** Major role of creating leads and converting into Account, contact and opportunity and work order
* Mapping fields from Lead to account, contact, opportunity and opportunity.
* Splitted the related list of work order line items in work order using CMTD application.
* Builded form using Formyoula Application and connecting to work order line items fields and creating line items from the application.
* Split the work order based on required action using flows.
* Builded Reports for showing the various work order line items splitted based on the certain conditions.

**Education*** **M. Tech in Signal Processing** branch from Bangalore Institute of Technology, Bengaluru in 2016 with **77.79%**
* **B.E. in Electronics and communication engineering** from K. S. Institute Of Technology, Bengaluru in 2014 with **60.70%**
* 12th from Vijaya Bifr Pu College, Bengaluru, Karnataka in 2010 with **58.16%**
* 10th from New Carmel English School, Bengaluru Karnataka In 2008 with **76%**
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