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|  |  | **Karthik KS**  Salesforce Consultant at A5Corp India  Contact Number: 9743710629  Mail 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. |  |
| **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%** |  |