

**Rahul Sahni****Phone** : 9953595762**Date of Birth** : 24th April, 1994**Email** : sahnirahul05@gmail.com**LinkedIn** : [www.linkedin.com/in/rahulsahni](http://www.linkedin.com/in/rahulsahni)

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**Objective:**

Results-oriented Developer with a total of 4 years of experience in the IT industry with 3.6 years of experience in designing, customizing, and implementing Salesforce CPQ solutions. Extensive knowledge and hands-on experience in Salesforce CPQ configuration, customization, and administration. Strong understanding of sales processes and quoting workflows. Proven ability to collaborate effectively with cross-functional teams and deliver high-quality solutions.

**Skills:**

- Proficient in Salesforce CPQ configuration, customization, and administration.
- Strong understanding of Salesforce platform and declarative development.
- Experience with Apex, Visualforce, and Salesforce APIs.
- Expertise in developing and implementing complex pricing and quoting solutions.
- Ability to gather requirements, analyze business processes, and translate them into technical solutions.
- Strong knowledge of CPQ best practices, workflows, and automation.
- Excellent troubleshooting, debugging, and problem-solving skills.
- Strong collaboration and communication skills to work effectively with cross-functional teams.

**Technical Skills:**

Salesforce CPQ, Order Management, Aura Component, Apex classes and triggers, Process builder and workflow, SOQL, Copado and Deployment

**Academic Summary :**

Bachelor Of Business Administration  
Presidency College, Bangalore University  
Bangalore, Karnataka  
Duration: 06/2014 - 07/2017

**Work Experience :****Company Name** : SE2**Location** : Gurugram**Position** : Associate**Duration** : Mar 1, 2019 - Sept 2, 2022

Company Name : NTT Data  
Location : Gurugram  
Position : Associate  
Duration : Sept 24, 2018 - Feb 28, 2019

- Developed, configured, and customized Salesforce CPQ solutions to meet client requirements.
- Collaborated with stakeholders to gather and analyze business needs and translate them into technical solutions.
- Implemented complex pricing models, discount schedules, and product configurations using Salesforce CPQ.
- Designed and implemented product bundles, product rules, and pricing rules to optimize quoting processes.
- Integrated Salesforce CPQ with external systems for data synchronization and automation.
- Conducted testing, debugging, and troubleshooting of CPQ functionality to ensure high-quality deliverables.
- Assisted in user training and support to drive user adoption and ensure smooth CPQ operations.

### **Projects:**

1. "Implementation of a Comprehensive Study Management System for Clinical Trials in Salesforce CPQ"

**Role** : Developer  
**Duration** : April 2019 - Nov 2019  
**Application Area** : Force.com apps

### **Responsibilities:**

- Gathered requirements from scientists and stakeholders to capture study details and define clinical trial business processes.
- Customized Salesforce CPQ to create a robust Study Management System, enabling end-to-end study management throughout the trial cycle.
- Configured data entry forms, workflows, and automation to streamline study information input, participant tracking, and compliance processes.
- Integrated the Study Management System with other relevant systems for seamless data exchange and enhanced study efficiency.

2. "Implementation of a Scalable and Effective Sales Readiness Platform in Salesforce CPQ"

**Role** : CPQ Developer & Deployment.  
**Duration** : Jan 2020 - Dec 2020  
**Application Area** : Force.com apps

## **Responsibilities:**

- Gathered requirements from stakeholders to understand the needs of sales teams and partners in terms of onboarding, product training, coaching, and ongoing readiness.
  - Designed and implemented a comprehensive Sales Readiness Platform in Salesforce CPQ to support the preparation and enablement of sales teams and partners.
  - Configured the platform to facilitate efficient onboarding processes, effective product training, coaching programs, and ongoing readiness initiatives.
  - Developed custom functionalities, workflows, and automation to enhance the scalability and effectiveness of the Sales Readiness Platform.
  - Collaborated with stakeholders and subject matter experts to ensure alignment with business goals and best practices in sales enablement.
  - Conducted user training sessions to familiarize sales teams and partners with the Sales Readiness Platform and its features.
  - Provided ongoing support, maintenance, and enhancements to optimize the platform's performance and meet evolving readiness needs.
  - Worked closely with cross-functional teams, including sales, training, and IT, to ensure seamless integration and adoption of the Sales Readiness Platform.
3. "Implementation of a Scalable and Effective Sales Readiness Platform for Onboarding, Product Training, Coaching, and Ongoing Readiness in Salesforce CPQ"

**Role** : CPQ Developer & Deployment.

**Duration** : Feb 2021- Aug 2022

**Application Area** : Force.com apps

## **Responsibilities:**

- CRM and CPQ Integration: Designed the integration between the CRM/Sales system and CPQ, defining the processes and data flow to ensure seamless connectivity and information exchange.
- Product Catalog : Defined and documented the comprehensive product catalog, including variations, configuration processes, and customization options.
- Pricing Logic : Defined and documented the pricing logic, ideally using Excel files with formulas, to ensure accurate and consistent pricing calculations.
- Quote Document : Defined the template for quote documents used by customers and implemented the required changes to align with the future state, ensuring clear and professional presentation of quotes.
- Approvals : Designed the approval processes and identified the appropriate approvers based on business requirements and workflows.
- Order Generation : Determined rules and automation possibilities related to order generation and provisioning, streamlining the order management process.
- Renewals : Developed strategies and processes to effectively manage subscription-based businesses, ensuring timely and successful renewals to maximize revenue opportunities.
- Amendments : Leveraged the available out-of-the-box (OOTB) features of Salesforce CPQ to provide flexibility and customization options for customers when handling amendments to contracts and subscriptions.

