



**Name :- Harsha Vardhan**  
**Mail :- harshadasari95@gmail.com**  
**Mobile :- +91-7799661229**

### **Professional Summary**

I have 4 + years of experience in IT industry in Salesforce.com CRM Platform and Experience in Administration, Configuration, Implementation, and Support of Salesforce CRM based on Apex Language and leveraging Force.com Platform.

- Having hand on experience on Salesforce, Administration, Steel brick CPQ, Apttus CPQ, CLM, FSL, Triggers, Configuration, SOQL queries.
- Configured various product rules, Price rules, Quotes, Quote Templates, discount schedules, and Approval process.
- Experience in realizing the business requirements to design on the salesforce.com platform by designing the required entities like custom objects, creating the relationships/ junction objects like Master-Child, Lookups, Pages, Classes and Interfaces. Proficient in performing detailed analysis of business and gathering technical requirements.
- Create and manage page layouts, formulas, validation rules, custom workflow, and approval processes.
- Experience in Salesforce, Steel brick CPQ, Apttus CPQ, CLM, FSL, Triggers, 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.
- Extensively used Apex Data Loader in Data Migration Activities.
- Having good experience on Testing, Production Support and, and Implementation of SFDC.
- Having good knowledge on Triggers, Apex Classes and VF Pages.

### **Professional Experience**

- Currently working in Infosys Ltd from Apr- 2022 to till.
- I have worked in Conneqt business solutions Pvt Ltd from Dec -2021 to Apr-2022.
- Previously I have worked as Salesforce consultant in Tech Mahindra from Feb- 2020 to Nov-2021.

### **Education**

- B. Tech with 74% from Sri Venkateshwara college of Engineering and technology , JNTU Anantapur University, In the year 2016.

### **Projects**

**Client: Tereos**

**Role : Salesforce CPQ Consultant**

- Participated in Data migration from external systems to Salesforce using Data Loader.
- Worked on various salesforce.com standard objects like Leads, Accounts, Contacts, Opportunity, Cases, Reports and Dashboards.
- Created different Workflow rules and Approvals for various campaign processes.

- Designed, and developed the Custom objects, Validation rules, Page layouts, Custom tabs, Components, Visual force Pages to suit the needs of the application.
- Worked on Product configuration, product Rules, Price Rules, Guided selling, Discount schedule and configuration attribute.
- Created email templates and inbound emails using Visual force for the clients and customers.
- Maintained data cleanliness and accuracy by adding custom validation rules, custom formulas, reports and dashboards.
- Participated in the training sessions provided by the Salesforce team and support end users.
- Knowledge on creating Visualforce Dashboards, sharing rules.
- Used changesets for deployment.

**Client: Teladoc**

**Role : Salesforce CPQ Consultant**

- 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 : General Electrical**

**Role : Salesforce 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

**Client : Videojet**

**Role : Salesforce Admin & CPQ Consultant**

#### **Description:**

Urban Efficiency Group, LLC is a Chicago-based, minority-owned utility implementation contractor and community sustainability design firm dedicated to advancing energy equity. Our team's diverse experience expands across sectors of energy efficiency and social sciences.

#### **Responsibilities:**

- Worked on various salesforce.com standard objects like Price List, Proposal, Category, Pricelist item, Accounts, Contacts, Opportunity, Cases, Reports and Dashboards.
- Created different Process Builder and Approvals for various campaign processes.
- Designed, and developed the Custom objects, Validation rules, Page layouts, Custom tabs to suit to the needs of the application.
- Worked on Pricing rules like Price Matrix, price Dimensions, Price Rule Sets, Salesforce Billing

- and having a knowledge on Price ramps.
- Worked on setting up Constraint rule's based on requirement.
- Worked on Pricing rules like Price Matrix, price Dimensions, Price Rule Sets and having a knowledge on Price ramps.
- billing, invoicing and can take control of sales process from Quote to Cash. Generated Revenue recognition status automatically with Salesforce CPQ Involved in Unit testing.
- Coordinated activities between business and functional organizations.
- Actively engaged in building test script documents that helped manage and reduce the number of bugs/defects.
- Developed Search filter in Cart page for filtering the Products.
- Used Feature and Feature sets to compare the products.
- Data migration from sandbox to sandbox and sandbox to Production using Data loader and Used **change sets** for deployment.

**Environment:** Salesforce.com platform, Role Hierarchies, Sharing Rules, Email Templates, Reports, Dashboards, Custom Objects, Custom Tabs, Email Services, Security Controls, Approval process.