



PRATEEK CHAUHAN

PROFILE SUMMARY

An accomplished Sales force Certified IT Professional , offering a successful career spanning over 9 years specializing in with 4+ years of Solution Architect and 6+ years of experience in team leading & management. Having an Onsite Experience in US with Tech Mahindra and Malaysia with Capgemini. Have ability to work on numerous units/processes with an eye for detail and with in-depth understanding. Received various awards during my professional experience such as 'Star of the Month' for excellent project delivery , 'Employee of the Month' 2 times for the quality work .A result oriented team player as well as avid learner with an aptitude & interested to take professional challenges for personal and organizational growth.

LICENCES & CERTIFICATIONS

- Certified Copado Admin
- Vlocity Certified Admin & Dev
- Sales force Certified Administrator
- Sales force Certified Platform App Builder
- Sales force Certified Service Cloud Consultant
- Sales force Certified Sales Cloud Consultant
- Sales force Certified Platform Developer

PROFESSIONAL EXPERIENCE

Accenture | Jan 2020 – Present |

Sales force CPQ Developer & Solution Architect

- Functional & Technical solution design & implementation using sales force CPQ features.
- Requirement analysis, effort estimation, delivery management and Code Review
- Leading and managing 5 members of the team to build the B2B CPQ solution to streamline & automate Quote generation to contract and interface with the E-commerce system for price sync-up with the help of outbound messaging.
- Worked on advance apex sharing, configuring products & price rules along with customizing price guidance matrix, Quote document generation, Quote - Opportunity items sync, automate quote generation in Batch and multiple Quote documents email as a PDF attachment.
- Responsible for Data migration from Legacy system to sales force for existing quote & quote lines, contracted price, pricing guidance matrix and customer matrix.
- Implementation of the customize pricing guidance in the quote process, improved revenue on Wins by 1% to 2%.
- Optimize price (re) quote & price increase campaigns to generate additional revenue.
- Awarded with 'Quality Delivery' reorganization from the customer.

TELEPHONE

+91 8884990202

E-MAIL

prateekrajput02@gmail.com

LINKEDIN PROFILE ID

<https://www.linkedin.com/in/prateek-chauhan-8616062a>

EDUCATION

Bachelor of Engineering, EI&CE

NATIONALITY

Indian

LANGUAGES KNOWN

English and Hindi





CORE COMPETENCIES

Project Management
Technical Excellence
Verbal & Written Communication
Solution Architecture
Negotiation
Team Work
Leadership
Analytical
Problem Solving
Decision Making
Dedication
CRM
Agile Methodology
Sales force Training
Sales force CPQ

KEY SKILLS

- Sales force CPQ developer and Sales force Solution Architect trained in SFDC Sales & Service cloud Implementation with waterfall, Agile and Hybrid
- Lightning Experience Rollout project from classic.
- Knowledge of DevOps including CI/CD and copado
- Trained in Apex programming, Salesforce.com Development & Administration, Sales cloud & Service cloud CORE functionalities, Apex Data Loader, GIT / Bitbucket, CI/CD tools i.e. Jenkins, DevOps deployment
- Hands on in Salesforce AppExchange products- Dashboard Pal, MapPlotter, User Field History, Dodge Pipeline

AWARDS

-  **Star of the Month** – Capgemini
-  **Employee of the Month** - Mansa Systems
-  **DU level Recognition** – Accenture
-  **ACE** - Accenture

PREVIOUS EXPERIENCE

Accenture |Jan 2018- July 2020|

|Lead Technical Specialist & Solution Architect |

- Technical & Functional Solution design & implementation, code Review along with requirement analysis, effort estimations and functional design review.
- Managed the 10 members team and Implemented Sales force core Sales & Service cloud functionalities along with integrating Sales force with external PowerBI system for reporting using REST API, interface with ERP external systems for sample, customer and product management .
- Worked with team to identify and develop Apex and lightning solutions for complex requirements along with Batch to support multiple regions & BU's for the sales representative.
- Components migration using DevOps to higher environments.
- Led the offshore team end to end and gained client satisfaction with high-quality offshore deliverables.
- Automate sample management process between sales force – SAP to reduce manual efforts and real-time updates for the order from the external syst

|Team Lead & Solution Architect |

- Analyze the existing sales force classic setup for classes, object model etc and building the migration strategy for the lightning experience rollout.
- Worked on the effort's estimations along with App Exchange products analysis to support few functionalities like notes migration, manual sharing, tagging etc which is not supported by LEX as of now; Top Pharmaceutical Institution (United States)

Capgemini /IGATE |July 2014 - Dec 2017|

|Team Lead & Solution Architect |

- Team Lead of 12 members at onshore & offshore to support existing application features using Service-now tool for the USA and APAC regions.
- Work with the customer directly to identify the pain areas and built future-ready solutions.
- Knowledge & Entitle management implementation as part of the Sales force Service Cloud.
- Implement Batch Apex solution to process millions of data and automate the process for sandbox refresh activity.
- Knowledge management implementation reduced the incidents by 5%.
- Worked on the sales force sales & service cloud CORE functionality Sales cycle, Lead rules, entitlement just to name a few along with customized solutions using apex programming.
- Worked with onshore for Sprint plan review and story points distribution in JIRA.

Tech Mahindra |Aug 2012-July 2014|

Technical Lead & Sales force Developer

- Worked as On-site lead in the USA and attended the workshops to understand the business need, challenges with the existing process.
- Interface solution developed using REST with Siebel & M6 systems to support CPQ (Configure Pricing Quote) .

Mansa Systems |Oct 2010-July 2012|

Sales force Developer

- Built the solutions to automate account and case management functionalities.
- Configuration of Service & Support Management as per the requirement through Custom business logic incorporation with interface development.