

Nikhil Bajaj

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To pursue a challenging professional career where my education, experience, skills, and abilities would enhance me and my organization through continuous improvement.

Experience Summary:

- Experienced in managing the status calls, reporting to management, and translating business requirements into solutions or technology design.
- Excellent experience in Salesforce Customization and configuration.
- Worked on **Apttus CPQ and Apttus CLM** packages with Salesforce.
- Well versed with **Salesforce Best Practices and Coding Standards**.
- Experience in Salesforce Components deployment using change set and Git repository.

Certification: App Builder, Platform Developer-1, Apttus CPQ 201

PROFESSIONAL EXPERIENCE

Eight years of experience, with two years in Apttus CPQ and six years in Salesforce.

- Currently Working with **Deloitte USI**, Gurgaon as Salesforce Consultant.
- October -2020- Worked with **Accenture**, Gurgaon as Salesforce Developer.
- April-2017- Worked in **Cognizant**, Noida, as Salesforce Developer.
- March 2016 -Worked in **Aequor** Information Technologies, Gurgaon, as Software Trainee.

PROJECTS UNDERTAKE

AbbVie

Contract Life Cycle management with Apttus CLM

Description: This project helps our client draft, review, and sign contracts with their customers. The contract requestor gathers information (studies, suppliers, contacts, etc.) and stores it in a contract object before submitting it for approval to the contract manager. Contract managers review the information, if required, ask the contract requestor to change or update the information, and then provide the green light to create an agreement from the contract request. Once the review cycle is complete, Contract Manager will create an agreement with auto-populated fields from the contract object. Once the agreement is created, the contract manager will upload the contract document to the agreement and send it to the customer for signature (via Apttus Contract lifecycle management), where the customer will review and sign the document.

Nokia

Digital Sales (The Network Automation with Apttus CPQ Configuration)

Description: The Network Automation Engine uses a data-driven approach to identify how solutions can serve end customers' needs better and increase value. Developed functionality to monitor the end customer Network health in a proactive manner – recommending actions and automating the delivery of those actions towards the network.

GLOBAL FOUNDRIES

IP Request Design solution (Apttus Proposal Management).

Description: This IP Request design solution will be an interface to give the customer options for selecting the product IPs, and the customer/Internal FAE (Field application engineer) can select the desired IP record type. These record types are for the different IP types supported by GLOBALFOUNDRIES. Once the IP type is selected, the customer/FAE is navigated to the detail page, where a list of common fields will have to be filled up. Apart from this, specific IP Type dependent fields will also have to be filled up. The customer will also have the option to give additional details related to the primary IP type. The IP request will then go through a multi-step approval process, with Cancel and Recall options also enabled. Based on these approval processes, Email communication is sent across to the internal and external stakeholders.

Bausch and Lomb

Kor Salta Functionality Specifications

Description: The call planning interface will allow Sales Reps & Engineers to do their Weekly Call Plan as per calendar themselves, submit it for Manager Approval, the user can save the planning in draft mode and keep working on that until finalized. Until Call Plan is approved by Manager, the Call Plan will be temporarily stored in Call Plan & Call Plan Detail Objects. Once the plan is finalized/scheduled, Calls planned will be viewed by Manager and Manager can change the plan if required, Manager will approve the call plan, once manager approve call plan planning field in call plan object will be updated to submit and system will create Planned Calls in Clinic Visit object and then allow the users to do Call Reporting.

Alfa Wassermann Mobile Integrated Solution

Description: An iOS app with back-end Java based SOAP web services to facilitate Alfa Wassermann, a US based Pharma Company to help them collect data onsite. Data collected by their reps is synced back to server for further processing and report generation.

Extra-Curricular Accolades

Participated in Debates and Quiz Competitions

Gave seminar on Human Computer Interaction.

Hobbies:

Photography

Painting

Computer gaming