# Javahar naik K P

**Email :** k[javahar.sfdc@gmail.com](mailto:javahar.sfdc@gmail.com)

# Phone : +91- 9573456423

**Objective:**

To be associated with an enterprise where my potentials, efforts, inter personal skills and knowledge in the adopted field will lead to a responsible position offering a high level of challenge and the opportunity for continued career growth and mutual benefit.

**Experience Summary:**

* Having 4. 4 years of IT experience in Salesforce Administration and CPQ Developer.
* Proficiency in Salesforce Administrative tasks includes creating Profiles, Roles, Users, Page Layouts, Approvals, Workflows, Validation Rules, Reports, Dashboards, Actions, Tasks and Events.
* Proficient in using data migration tool like Salesforce Apex Data Loader.
* Experience on deployment processes by using Change sets.
* Worked On Salesforce-CPQ & Apttus-CPQ.
* Worked on Lead to Invoice generation
* Having good knowledge in web technologies like HTML, CSS and JavaScript.
* Worked on creating Objects, Page Layouts, Record Types, Formula Fields, Rollup Summary Fields, Relationships, Validation Rules and Approvals.
* Creation of Bundles, Quotes, Quote Lines, Products, Orders, Subscriptions, Contracts (Amend/Renew).
* Adding new Price rules, Product rules, Summary Variables to full fill the business requirements
* Utilized JIRA, to track assigned tickets and triage the bugs for monthly product releases.
* Worked with developers, project managers and others to help ensure. high quality and timely software delivery on multiple implementation projects of varying sizes and complexities.
* Worked with native Salesforce quote to cash functionality such as Opportunities, Product configurations, Product rules, Price rules, Quote Orders and contracts, Lead-to-Cash business processes.
* Optimized end-to-end workflow efficiency related to Sales, Logistics and
* Finance transactions between Salesforce and integrated business
* Applications
* Knowledge in APEX, Salesforce Lightning.

**Educational Qualification:**

* Graduation from **Sri Krishnadevaraya University Anantapur** -2018.

**Technical Skills:**

|  |  |
| --- | --- |
| **Salesforce** | CPQ, Validation Rules, workflows and flows, Approval Process, Reports and Dashboard, Process Builder, Standard Objects, Custom Objects, lightning application. |
|  | Salesforce CPQ: Product Rules, Pricing Rules, MDQ, Guided Selling, Pricing Attributes, Order Creations, Contracts, Pricing Methods, Quotes, |
|  | Quote Lines. |
| **Technologies & Tools** | Apex, visual force. Apex Data loader, Force.com Migration Tool, Workbench and Postman. |
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| **Database System** | SOQL, SOSL |
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**Work Experience:**

* **Backend salesforce CPQ developer in ITC LIMITED, From March 2019 - Till Date.**

**Project#1:**

**Title:**

**Client:**

**Role:**

**DONLEN-CRM**

**Donlen**

**CPQ Developer.**

**Environmet:**

**Force.com, Salesforce CRM, Lightning Experience**

**Description:**

Donlen is a full-service fleet management company, providing services for the widest range of assets in the industry. Donlen Driver tool tools which allow for unprecedented control, communication, and management of their fleet program. Donlen is a wholly owned subsidiary of Hertz Global Holdings.

**Roles & Responsibilities:**

* Used the sandbox for testing and migrated the code to the deployment instance after testing.
* Worked on Sandbox and Production, Resolving production issues within the given time line with proper unit testing.
* Worked on Apex Data Loader for doing various data migration activities.
* Created various custom objects and tabs, validation rules, record types, workflow rules and approval processes including various actions.
* Commit changes in git within Salesforce.
* Compare file differences between Git branches.
* Merge and keep Git branches in sync with Org`s metadata.
* Speedup merges with the auto-resolve conflict feature
* Deploy User Stories with metadata, git commits and deployment task

**Project#2:**

**Title** :**Pure Storage (USA)**

**Client :Delta Faucet**

**Role :Salesforce Lightning Admin & CPQ**

**Description:** Pure Storage develops flash-based storage for data centers using consumer-grade solid state

drives. Flash storage is faster than traditional disk storage, but more expensive. Pure Storage develops

proprietary de-duplication and compression software to improve the amount of data that can be stored on

each drive. It also develops its own flash storage hardware.

**Roles and Responsibilities**:

* Worked on Orders, Contracts, Products & Renewals
* Worked on Templates and Order forms.
* Migrating the Templates and Products, using X-Author For Excel and X-author Migration Tools.
* Configure the Standalone product sand Bundle Products.
* Worked On CPQ Flows
* Worked on Lead to Invoice generation
* Worked on Conga Templates.
* Commit changes in git within Salesforce.
* Compare file differences between Git branches.
* Merge and keep Git branches in sync with Org`s metadata.
* Speedup merges with the auto-resolve conflict feature.
* Deploy User Stories with metadata, git commits and deployment task.

**Project#3:**

**CLIENT: Razor pay**

**Role: Salesforce Admin**

**RESPONSIBILITIES**

* Designed, Implemented and deployed the custom objects, Page layouts, Custom
* tabs.
* Worked with various salesforce.com standard objects as well as custom objects.
* Created reports and dashboards.
* Used Validation rules and Custom formulas.
* Designed and developed Workflow rules for generating mails, tasks and field
* updates.
* Used Apex triggers, Work flow Rules.
* Created visual force email templates and also automated Email Process to send
* installation.
* Updated the existing data using Data loader in Sales force.
* Created a variety of customized reports for different departments using Salesforce
* platform.
* Assisted with defining their salesforce roles and groups
* Helped create and update reports through Salesforce
* Completed business analysis of client needs as pertaining to Salesforce requirements
* Extracted data from other databases into salesforce to be used in other reports by
* client.
* Created reports using salesforce tools, page layouts.
* Helped create and update reports through Salesforce
* Shadowed users when they worked with medical staff on possible salesforce related
* problems.
* Experience as Salesforce administrator for sales and support organizations
* Developed Visual force pages for override standard tabs and buttons.
* Created email templates using Visual force for the clients and customers.

**Declaration**

I hereby declare that the above information is correct and true to the best of my knowledge & belief.

Place: Hyderabad

Date