

Name: **Hari Prasad**



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URL: Verification: sforce.co/verifycerts

Objective

As a certified Salesforce professional looking for a full-time opportunity to contribute my skills and eager to deliver effective solutions on the path to achieve operational excellence.

Professional Summary:

- **3.5 years** of experience in IT industry including 2 years 5 months of experience as a Salesforce developer and Administrator in Salesforce Vlocity and Salesforce CPQ platform.
- 2 years of experience with **Sales cloud, Service cloud, Industries cloud Vlocity, Revenue cloud , OM, EPC Vlocity CPQ and Salesforce CPQ platform with Salesforce Billing, Salesforce Advanced Approvals, Workflows, Process Builder, Process Automation, Profiles, Permission sets, OWD, Public groups, queues** and involving in various phases of Software development including SFDC Administrator, SFDC Development, Business analysis, System Analysis, Design, Testing, Production Support Experience in working with **Lightning and design components / Web Components (LWC)**.
- Experience on one of the Vlocity Industry Clouds (Health, Insurance, Communications and Public Sector experience), platform level understanding of OmniStudio, OmniScripts, DataRaptors, Integration Procedures, Flexcards, Calculation Procedures, Calculation Matrices, Orchestration, Vlocity LWC, Vlocity IDX and Salesforce Configuration.
- Experience in SFI functional areas on Digital Commerce, EPC, CPQ, OM etc
- Experience in Data modelling Process modelling tools and best practices
- Hands-on experience in Force.com platform using APEX, Visual Force, Process builders, flows.
- Hands-on experience on developing omni scripts, different type of Data raptor's, various cards available in vlocity.
- Deployment of omniscrypt from one environment to another environment.
- Good Knowledge in JSON, how integration works with Vlocity.
- Good knowledge of omniscrypt UI modification, Building Vlocity custom Templates.
- Experience in building complex and reusable Vlocity components
- Good experience in Salesforce configuration and mapping features to the requirements
- Expertise of Salesforce & Salesforce Industries (Vlocity) platform architecture to drive the

OOTB Implementation of the business requirement.

- Experience in Web to case, Lead to case and Omni channels implementation
- Experience in Bulk data migration using data loader, import wizard.
- Involved in all phases of the project lifecycle - from low-level design and development through to deployment and post-production support.
- Ability to write SOQL, SOSL queries across multiple objects within the SFDC database.
- Familiar with Steel Brick CPQ for subscription, billing, invoicing and can take control of sales process from Quote to Cash.
- Maintained Salesforce CPQ and Advances Approvals (SteelBrick) and experience in Conga Composer.
- Proficiency in various CPQ functionalities like amendments, renewals, and order management.
- Experience with customization on the Salesforce CPQ.
- Hands-on experience and advanced knowledge of all aspects of salesforce CPQ along with managing a salesforce Quote to Cash / Order to Cash application.
- Experience in Product setup (standalone/Bundle/Nested Bundle, rules, attributes, Guided selling).
- Experience in Product pricing setup (Pricing, Discount rules).
- Experience in Quote template (OOB, custom templates, multi-language templates).
- Experience in Advance approval (installations, post installation steps, quote level approval, quote line level approval, developed OOB and customized approval flow).
- Developed, configured, and debug enhancements to existing or purchased applications.
- Developed test, release and maintain complex workflows rules, validation rules, formulas, custom workflow, process builder, page layouts, custom fields/objects, and other Salesforce.com customizations.
- Provided real-time support for issues relating to Salesforce and other supported integrated platforms troubleshoot and resolve issues in a timely manner.
- Experience in Advance approval (installations, post installation steps, quote level approval, quote line level approval, developed OOB and customized approval flow).
- Created productive documents which will be used by rest of the team to have better understanding of the related system; Salesforce.com CRM.
- Proficiency in administrative tasks: like Creating Roles, Profiles and Users, User Interface, Tabs, Custom fields, Custom objects, Triggers, etc.
- Experienced in designing, developing and data modeling of the application and ensured that they are within the Salesforce governor limits.
- A team player with strong work ethic, a positive attitude and ability to make the best use of individual resources. Committed to excellence, and a prudent developer with strong problem-solving, analytical skills and communication skills.

Work Experience

Current Employer: Voyager Web Solutions, Pune

Job Duration: Jan 2019 – Present

Technical Experience

SFDC Technologies: Sales cloud, Service cloud, Industries cloud Vlocity, Salesforce CPQ, Salesforce Billing, Salesforce Advanced Approvals, Workflow & Approvals, Apex Classes/Controllers, Apex Triggers, Visualforce Pages, Data Loader, Reports, Dashboards, Force.com IDE, Postman, CI, CD.

- Languages: APEX, SOQL, SOSL, JavaScript, HTML, CSS, Lightning design
- Tools & Technology: Jenkins, Visualforce studio, Github, Postman API, Netsuite ERP, Jira, Copado, Omnistudio, Force.com Data Loader, Force.com Platform (Sandbox and Production).
- Operating systems: Windows 7/8/10.

Professional Experience

Project 1: Inventory management and insurance company management

Client: India's small scale personal and insurance company, small scale electronics store and outlet product inventory project

Role: Salesforce Developer/Administrator

Technology: Salesforce Vlocity Industry cloud, EPC, Order management.

Responsibilities:

- Used Salesforce Vlocity expertise and Vlocity CPQ with EPC on demand implementation experience
- Worked on configuration of attributes, Product bundles, Product catalog and Pricing Configuration.
- Attributes and Attribute Categories Vlocity CPQ, Order Capture Pricing, promotions and Discounts
- Used OmniScripts, DataRaptors, Integration Procedures, Flexcards, Calculation Procedures, Calculation Matrices for various requirements.
- Setting up of various Integration API's for various out of box integration

Duration: November 18 2021 – current

Project 2: Antivirus company

- Client: India's One of the antivirus company's
- Role: Salesforce Administrator/ Developer
- Technology: Salesforce CPQ, Salesforce.com, Sales cloud
- Duration: Jan 15, 2021- October 18, 2021

Responsibilities:

- Salesforce CPQ (Steelbrick) - with Salesforce CPQ implementation experience Product configuration, Product Rules, Pricing Rules, MDQ, quote Templates, Troubleshooting CPQ Platform etc. MDQ Multi- Dimensional Quoting Experience Order management QTC Subscription knowledge used.
- Worked in setting up of Salesforce CPQ/Steelbrick functionality including Product setup, Product Options, Product configuration rules, Pricing, Discounting and Quote templates.
- Worked on designing, coding, and implementing APEX code Triggers, Classes, Components, SOQL statements.
- Worked on Product catalog and Pricing Configuration and Advanced Approvals.
- Derived knowledge from Apttus CPQ configuration and integration and, finalizing design & implementation on salesforce security model of access control and data visibility using roles, profiles, permissions, public groups, queues, OWD, sharing rules etc.

Personal Details:

Nationality	Indian
Marital Status	Single
Date of Birth	10/04/1995
Languages known	English, Kannada, Hindi, Telegu
Education	2013- 2018 (Information Science and Engineering) Bachelor of Engineering, (B.E) Vemana institute of Technology, Bangalore
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DECLARATION

I, hereby declare that the above-mentioned information is correct to the best of my knowledge and bear responsibility for the correctness of the above-mentioned particulars.

HARIPRASAD P