**Guneet Banwait**

925-361-2592| | Santa Clara, CA 95054

**Professional Summary**

As a Certified Salesforce Administrator & CPQ Specialist working in the IT sector for 8.5+ years with 5+ years of experience on Salesforce Sales and Service Cloud my expertise leans towards providing the organizations with the desired capabilities needed for optimal and uninterrupted Sales and Service cycle enhancements which helps utilize the maximum potential of Salesforce CRM being used internally, by the customers and future prospects in the respective Organisations.

**Skills**

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| --- | --- |
| * Salesforce Certified CPQ Specialist
 | * Data Migration amongst multiple Instances
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| * Salesforce Certified Administrator
 | * Sales Cloud Einstein and Service Cloud
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| * Apex and SOQL Basics
 | * Marketo/Pardot/Hubspot for lead generation
 |
| * Sales Cycle Architecture
 | * Data management / Dedupe / Archive
 |
| * Report and Dashboard Customization
 | * Organization License management
 |
| * Requirement Assessment & process Documentation
 | * Sandbox Change set release structure
 |
| * Discount / Tariff approval process configuration
 | * Quote object template customizations
 |
| * Product SKU Bundling
 | * Customized Product Pricing via Price Books
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**Work History**

**Salesforce CRM Business Analyst / Administrator**

**Arista Networks** - Santa Clara, CA June 2017 to Present

At Arista, With Salesforce being deeply integrated with Netsuite ERP to carry out their business smoothly, the Involvements required meeting the different business units inside and managing several different customization projects at a given time.

* Trained and mentored CRM project teams including other business analysts in the team and external vendors
* Requirement gathering for new workflow, analysis provisioning, designing a complete scalable solution with Business and IT teams.
* Worked on Salesforce CPQ configuration and integration and responsible for creating process documents, finalizing design & implementation on salesforce security model of access control and data visibility using roles, profiles, permissions, public groups, queues, OWD, sharing rules etc.
* Performed Salesforce CPQ related configuration for product setup, approval matrices,

approval rules, process builders and flows.

* Customization in setting up Pricebooks
* Involved in CPQ (Configure, Price & Quote) design and mapped to the Salesforce custom objects and involved in Salesforce Advanced Workflow Approvals.
* Worked with resolving issues discovered during the Netsuite and SalesForce CRM.
* Prepared work schedules, timelines and budgetary constraints to achieve project quality.
* Integrated all phases and procedures of project development lifecycle and its implementation.
* Conducted business meetings with suppliers to produce high quality project Specifications.

**Salesforce Application Project Lead / Build and Release Engineer**

**Cisco** - Milpitas, CA Feb 2017 to May 2017

As a project lead, was involved in maintaining the track of the applications going through

development phase and provided support for user using deployed application as a refinement

requests from business.

* Developed CRM project plans and conducted regular and accurate updates.
* Communicated with user management team for preparing cost effective CRM project

proposals.

* Participated in team and client meetings to deliver presentations for further discussion.
* Provided regular CRM project status to management with essential technical

documentation.

* Prepared technical design documents in collaboration with developers and architects

team.

* Conducted successful negotiations with internal and external parties for CRM project

completion.

* Coordinated with clients for necessary follow up regarding software processes and

modifications

* Involved in setting up Automation strategy at various project and lead the initiative.

**Software Engineer**

**Enterprise Mobility Inc** - San Ramon, CA Feb 2016 – Dec 2016

As the primary software engineer for an clients Web And Mobile app named ‘FoodNearU’ under development. My duties included validating ended to end functionality of the app with real time users data monitoring for ramifications and refinements.

* Responsible for multiple projects of the clients to do Quality analysis.
* Worked with selenium to build the Page object model to build the test framework for

testing client application FoodNearU

* Involved in writing the Unit tests scripts and invoking the QA process using the TestNG.
* Used different locators to identify the web elements to test the UI in an automation

manner.

* Developed Test Scenarios, Test cases and traceability matrix for testing the applications.
* Involvement in driving execution of projects, process improvement and team building.
* Experience leading projects that include integrating solutions from 3rd party technology

providers, especially large highly transactional system components.

* Experience creating processes creation experience.

**Test Automation Engineer with CI/CD Process**

**Cross Country Home Services** - Sunrise, FL Sep 2015 to Dec 2015

As the test automation engineer, the primary Involvements were setting up the test bed for the web apps for testing the Cross Country Home Services website and Mobile apps on different test conditions and scenarios.

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* Designed and Developed automation test script using Selenium for automating the

testing of the Cross Country Home Services website and Mobile app.

* Worked with MongodB (NoSQL Database) to validate the results.
* Configuring Jenkins as a common CI engine to build and promote applications to DEV,

QA and STAGING to Linux environments.

* Installed and configured Jenkins for Automating Deployments and providing a complete

automation solution.

* Worked closely with developers to pinpoint and provide early warnings of common build

failures.

* Set up the functional testing framework for all modules using Selenium .
* Created Test plan, critical scenarios and Test Scripts and schedule for testing.
* Created traceability matrix and mapped requirements to Test Cases.
* Used SOAPUI to test the REST API provided for the application.
* Developed Integration and System testing cases using Quality Center.
* Participated in weekly project status meeting and updated the testing Progress as well

as attended daily standup meetings.

**Test Automation Engineer**

**Endurance Group Inc.** Jul 2015 – Sep 2015

* Worked on continuous integration tools like Ant, Maven and Jenkins for end-to-end automation of various build and deployments.
* Performed backup and administration activities for SVN/GIT branching, merging, tagging.
* Performed high quality applications testing using Manual and Automation test steps.
* Testing on various Web based and Mobile Applications.
* Proficient in analyzing and designing test strategies, test planning, and test scenarios based on various project related documents like Business Requirement Documents (BRD), Functional
* Requirement Documents (FRD) and other project related documents.

**Software Engineer**

**Kloudrac Inc** . Noida, India July 2012 – Dec 2013

* Worked closely with both local and global testing teams.
* Executed manual test scripts, scenarios while completely documenting application defects for replication, mitigation and historical reporting purposes
* Participate in the design and development of new test systems and software solutions
* Interested in working in fast paced, global business environment
* Wrote documents, including internal development documents and user documents

**Education**

**Masters in Computer Science** GPA 3.1/4

**Bradley University** 2014-2015 batch

**Bachelors of Engineering** GPA 3.7/4

**SVITS** Indore (M.P) INDIA 2008-2012 batch

**Core Studies**

Artificial Intelligence, Automata, Advanced Programming (C++ & Java), Knowledge data and

Discovery, Advanced Mobile Programing, Advance computer architecture, Algorithm, Database

Applications (SQL and PL-SQL), Software Engineering, Computer Architecture.