



Pathan Ejaskhan

Salesforce Administrator (CPQ)

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Objective

Seeking a challenging position in a reputed organization where I can learn new skills, expand my knowledge and leverage my learnings.

Summary

An Engineering Graduate Of **Dr.B.A.M.U.** Aurangabad have experience in Salesforce CRM administration and CPQ. Completed Several projects under the guidance of experts possess 3 years of dedicated salesforce crm hands on experience.

Salesforce Skills

- Creation and Granting access to User through License, Profile, Permission sets and Permission sets Group.
- Creating Custom Report types on system and custom objects as per requirements.
- Managing Data (Import & Export) using Data Loader.
- Multiple Field Mapping of data through Import wizard.
- Setting up Organization Wide Defaults (OWD) access setting.
- Creation of Workflow Rules for Email Alert, Field update and Task creation.
- Creation of Flow for logical decision and requirement.
- Creation of Sandbox, and its respective settings
- Process builder migration to flow.
- Worked On Salesforce CPQ (still brick) pricing using list price rules calculator plugins filter rules system and user discount.
- Configuring and setting up Sales Pipeline and Sales Cycle.
- Transferring Records using Mass Transfer of records.
- Exposure to cpq salesforce quote-to-cash, quote to template.
- Design and implement business technology solutions on cloud base business application.
- Strong understanding of salesforce cpq billing projects.
- Creation Of Configuration Attributes, Option Constraint and CPQ Amendment.

Professional Summary:

Experienced with various functionalities of salesforce like app, object, fields, Pick lists, Custom Formula Fields, Many to Many Relationships, Lookups, Master-Details, Field Dependencies, Validation Rules, Workflows, Approval Processes, Process Builder, and field updates & Email generation per application requirements. Experience in Customization of Reports and dashboard.

Design and Mapp cpq objects to salesforce custom objects and involved in work- flow approvals. Functional as a salesforce cpq customization.

Project(I): Go-live (Astro)

Description:

The Main goal for the Astro team was to onboard the new end-user to the newly merged Salesforce org. Gave training to new end users via Zoom meeting and created documentation for all the sales and finance processes.

Responsibilities:

- Created new users in salesforce update, assigned all sales perm and created adobe account for sending agreements.
- Assigned My Trailhead module to each user and assigned MT license.
- Created test user in Sandbox for each user for testing before onboarding to production.
- Created Test data for each user.
- When they all boarded to Production, gave live Support to users such as login issue, data visibility issue, Reports, dashboards, access issue, my trailhead issues, and adobe issue.

Project II : Single Org Merge (SOM)

Description:

- The client was using the two different organizations of salesforce for different entities like ME and the UK. The requirement was to migrate two unlimited edition org into an Unlimited edition of Salesforce.

Responsibilities:

- Involved in requirements gathering with multiple project managers, to better customize, and utilize the full functionality of the Salesforce.com CRM solution.
- Worked on maintaining the functional areas of accounts, contacts, leads, campaigns, opportunities, quotes, activities dashboards.
- Customized the dashboards to monitor lead activities based on sales geography.
- Designed, developed, and deployed the Custom objects, Page layouts, Custom tabs, Components.
- Created Formula Fields, Validation Rules, Workflow, and approvals for the flexibility and functionality of force platform application.
- Used third-party tools to migrate data which are Gearset.

Professional Experience

Current Company Name : Cloudjini Technologies Pvt.Ltd

- Role : Salesforce Administrator (CPQ)
- Duration : September 2019 to till date.
- Location : Bengaluru, Karnataka, India.
- Experience : 3 Year 4 Months.

Responsibilities Includes

- Designed Custom Formula Fields, Field Dependencies, Validation Rules, Workflows, and Approval Processes for automated alerts, field updates, and Email generation according to application requirements.
- Implemented security and sharing rules at object, field, and record level for different users at different levels of organization, also created various profiles and configured the permissions based on the organizational hierarchy.
- Defined lookup and master-detail relationships on the objects and created junction objects to establish connectivity among objects.
- Created several reports for different user profiles based on the need in the organization.
- Customized the Dashboards to track usage for productivity and performance of business centres and their sales teams.
- Data management using Workbench, Data loader to maintain the data quality and migration.
- Setting up users, troubleshooting user issues, profile permissions & settings, permission sets, field level security, record types, new user creation, disable User, etc.

Educational Qualifications:

- B.Tech. From Dr.B.A.M.U, Aurangabad, Maharashtra in 2017.
- Diploma in Mechanical Engineering MSBTE, Mumbai, Maharashtra in 2013.
- H.S.C. From Aurangabad Divisional Board, Maharashtra 2011.
- S.S.C. From Aurangabad Divisional Board, Maharashtra 2009.

Personal Information:

- Name : Pathan Ejaskhan
- Father Name : Pathan TaherKhan
- DOB : 30/Aug/1993
- Gender : Male
- Nationality : Indian
- Marital status : Single