

# Ajay Karmani

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## Career Summary:

To be with an esteemed organization where I can leverage my skills at most and constantly deliver better results which can drive the company to reach speculated targets. Seeking a challenging position in a competitive and growth-oriented environment where my skills and knowledge along with my enthusiasm can be utilized.

## Career Objective:

- Having overall 3 years of experience in Salesforce.
- Having development experience in Salesforce CPQ.
- Designed, setup and maintained Salesforce standard objects, custom objects, while also structuring user roles, security profiles and workflow rules, process builders approval processes, roles, profiles, permission sets, groups, standard objects, record types, formula fields.
- Validation Rules, sharing rules, custom objects, pick lists and page layout customization to support vital business functions.
- Hands on experience on customization using Apex Classes, VF pages, Apex Triggers, Lightning Components.
- Developed reports and dashboards to continuously monitor data quality.
- Involved in solving the defects that arise due to User Acceptance testing.
- Having Experience in Process builder and workflow.
- Having experience on usage of Workbench and Data Loader.
- Created training materials based on business requirements.
- Creating and Modifying Record types and Page Layouts.
- Handled issues with Data Sharing, Data Security, Permissions and profiles.
- Handling issues related to Data Management such as Bulk Import, Export.
- Build new Salesforce solutions leveraging standard configuration.
- Consult with functional analysts and business groups to understand and design requirements.

## Technical Profile:

Salesforce CPQ	End to End Flow in Salesforce CPQ, Apex Class, Triggers, Visualforce page, RenewalAutomation Development.
Salesforce	Data Loader, Salesforce.com configurations like Workflow Rules, Approval Process, Record Type, Role Hierarchy, Profiles, Process Builder, Validation Rule, Formula fields, Custom objects, Custom fields, Page Layouts, Reports and Dashboards, Sharing rules, Data loader, Workbench etc.
IDE's/Tools	Data Loader, Eclipse, Workbench.

## Responsibilities:

- Completely responsible for End to End project implementation.
- Supporting the team till the issue gets fixed.
- Interaction with the client.
- As Team Player help other associates to understand the project goal, requirement's and issue fixing, guided them on implementing standard codes and best practice

## Certification:



## Professional Experience:

### Project: Kofax

- Primary job is to understand client's Business requirements and provide apt solutions.
- Salesforce CPQ's end to end flow.
- Hands on working on Opportunities, Quotes, Assets, Orders, Contractsetc.
- Handling CRM Configuration issues, analyzing business requirements and building custom logic.

- Creating custom Apps, Objects, Tabs, Fields, Custom Field Relationships, Custom report types.
- Handled issues with Data Sharing, Data Security, Permissions and profiles.
- Supporting issues with Workflows, Approval Processes and Validation Rules.
- Supporting issues with Flow and Process Builder, Creating processes as per business requirement.
- Consult with functional analysts and business groups to understand and design requirements.

## Education Details:

Examination	Institute	Year	Percentage
B.E.	Sant Gadge Baba Amravati University	2017	85 GGP A
Diploma in Electrical Engineering	Government Polytechnic Nagpur	2014	83%
SSC	Maharashtra State Board	2011	93%

## Employment History:

- Currently working In **SingularityAIX, Pune**.
- Designation: Salesforce Developer
- Previous Organization - **Infosys, Pune**
- Designation: Salesforce Administrator.

## Personality Traits and Interests:

- Awarded as one of the “Top Performers” on the floor and also awarded with the title of “Spotlight award”.
- Keen to Support the team to resolve issues.
- Fast learner and self-motivated.
- Keen to learn new tools and technologies.
- Experience in Software Development Planning and Implementation.
- Share Knowledge and Learn

## Personal Details:

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