



Salesforce Developer

An accomplished software engineer specialized in developing and administrating of Salesforce.com applications and has ability of creating business processes; seeking to work for a software organization where I can execute my skills and experience to develop my candidature and can benefit the concerned organization.

PROFILE

- **Total 9 years of professional experience with 4 years and 5 months of experience in Salesforce CRM as Administrator and Developer in managing each responsibility of gathering project information from clients, designing, developing and testing. Currently spearheading efforts with Apttus (Commercial and Public sector) project.**
- **Platform Developer I (401) Salesforce Certified.**
- **Salesforce CPQ certified and Working on Apttus and Conga CLM.**
- **In Salesforce CPQ Working on creation of new product, product rule, prize rule, Discounting Schedule, Block pricing, Approval process, Guided selling, Twin Fields, Template Creation, Quote generation.**
- **In Conga CLM Working on Conga Composer, Template creation, clause creation, Template mapping, creating Approval process for contract submission, Creating flow for contract negotiation, Docusign process, CLM process.**
- **Worked on various salesforce.com standard objects like Accounts, Contacts, Leads, Campaigns, Opportunities, Quotes, Activities, Product, Dashboards and Reports.**
- **Worked on Flows.**
- **Hands of experience in configuring and customizing the applications on Salesforce platform.**
- **1 Year Lightning experience on LWC & worked on Community Cloud to set up partner community for customer service & implement experience user on community portal.**
- **Product Development experience using Apex, Trigger, batch apex, flex Queue, Queable apex, future method.**
- **Involved in Developing and good knowledge on Salesforce object Query Language (SOQL) and Sales force Search Language (SOSL).**
- **In Apttus working on Agreement creation, updating Regex value, submit request, test classes, creating user, created forms, worked in X-Author**
- **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.**
- **Involving in Client meetings and implementing the process, based on the client requirements worked on Sprint as per project management.**
- **Having good Analytical, Programming and Problem-Solving Skills with excellent interpersonal skills, team player and good leadership qualities.**
- **Good Interpersonal skills, commitment, result oriented, hard working with a quest and zeal to learn new technologies.**
- **Experienced in deployment process from sandbox to production environment.**
- **Worked on JIRA Board.**

PROFESSIONAL EXPERIENCE

- Currently Working as **Software Developer** with **Creospan Pvt Limited**, Pune.
 - Worked with **Software Developer** with **Ignite technology**, Nagpur (From 3June 2019 to 31 July 2022)
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TECHNICAL EXPERTISE

CRM	: Salesforce CPQ, Salesforce CRM, Apttus, Conga CLM.
Web Technologies	: HTML, Java Script
Languages	: Apex, Core Java, C
IDE Environments	: Apex Data Loader, Import Wizard, X-Author, Docusign.
Databases	: Force.com platform .
Operating System	: Windows 10, Windows 8

PROFESSIONAL PROJECTS

#PROJECT – 3

Title	:	Apttus (Commercial and Public sector)
Client	:	Verizon
Platform	:	Salesforce CRM, Apttus
Role	:	Salesforce Developer

Description:

In this project we create Agreement for Standard Flow & Nonstandard flow. In this project we created GSA Form, FED Form.

As a part of this project, I worked on the module of Apttus.

Roles &Responsibilities:

- Creating Agreement. Created products and product rule.
- Configure web to lead mechanism.
- Involved in creation of Approval Process.
- Involved in creation of test classes.
- Worked Submit request button.
- Created LWC component for FED MOD form.
- Created Custom label, created user.
- Added regex values in fields.
- Worked agreement notification flows.
- Worked opportunity, Account, Duns and MYBIZ flow.

#PROJECT – 2

Title	:	BOBO (Bill on Behalf of)
Client	:	Verizon
Platform	:	Salesforce CRM, Conga CLM
Role	:	Salesforce Developer

Description:

In this project we create Canada fleet templates. In this project we generate Purchase Agreement and Enterprise Agreement.

As a part of this project, I worked on the module of lead conversion process.

Roles &Responsibilities:

- Creating Template.
- Configure web to lead mechanism.
- Involved in creation of Approval Process.
- Involved in creation of Clause creation. Created Block prizing and Guided selling.
- Creation flow for Negotiation Contract.
- Contract generation.
- Involved in creation of Agreement.
- Configuring template Mapping.
- Working on Contract generation.
- Involved in creation Promotion.

Project 1:

Title	:	BAU Enhancement
Platform	:	Salesforce CRM Eclipse, Salesforce CPQ
Role	:	Salesforce Developer
Client	:	Verizon

Description:

Verizon support business called fleek. It supports fleek product.
Business organization sales -for example Camera units for big truck, var, car.
It could be camera; it could be specific dashboard unit that will sends signals back to show information about driver speed and lots of data. Those type of equipment Verizon selling, and we are the part of that organization and sales users and the users.
The sales users will used our salesforce to take order from customers.

Role & Responsibilities:

- Working on profile and permission sets.
- Updating Lean data Package.
- Involved in Creation of Web to lead Mechanism
- Involved in creating assignment rules
- Involved in creation of product and approval process.
- Configure and set up relationship between various objects.
- Worked on different products.

KEY COMPETENCIES

- Salesforce Developer 1 certified. Salesforce CPQ certificate.
- Expert in Salesforce.com product structure and operating fundamental understanding
- Full cycle system Conga CLM and Apttus configuration knowledge.
- Implemented multiple projects with Scrum methodology as a Project Management technique.
- Documentation technique of User Stories as per Scrum Methodology
- Documentation skills with all updated project documents

SKILLS

- Windows XP/Vista/7/8/10, MS Excel, MS Word, PowerPoint,

TOOLS

- VS Code, Apttus, Jira, Salesforce CPQ

EDUCATION

- Completed MTech from RTM UNIVERSITY, Nagpur
- Completed BE from RTM UNIVERSITY, Nagpur

PERSONAL DOSSIER

Husband Name : Atul Nikhade

Date of Birth : 18thOctober-1986

Marital Status : Married

Languages Known: English, Hindi and Marathi

Address : Sai Shiv Apartment, Flat no,204 Ayodhya Nagar Nagpur -411024

Date:

Place: Nagpur

(Snusha Nikhade)

