

Jyotirmoy Singha Deo

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IT PROFESSIONAL

Dedicated and disciplined Software professional always looking for a good role, to contribute to the company's growth and in turn ensuring personal growth within the organization

PROFILE 7.3 / 12

- Result - driven Salesforce Consultant specializing in the Salesforce ecosystem.
 - 4 years and 9 months of experience in analysis, design and development of Salesforce applications.
 - Proven track record in cross functional agile teams across Sales, Service & CPQ implementations in classic and lightning org's for Pharmaceutical and Automotive industry.
 - Ability to take up challenges and perform challenging works as per project needs.
 - Well versed in client communication and adapts well to different work cultures.
 - Salesforce Certified (**6X certified**) as **App Builder, Admin, Platform Developer I, Sales Cloud Consultant, Service Cloud Consultant, CPQ Specialist**.
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PROFESSIONAL EXPERIENCE

Cognizant Technology Solutions

Sep 2018-till date

Project : Abbott-Quote to Cash
Duration : Dec 2019- till date
Platform : Salesforce.com

Roles and Responsibilities:

- Worked as Technical & Functional consultant with Global pharmaceutical industry in Salesforce implementation.
- Responsible for Gap Analysis, Functional & Technical Design, requirement grooming & leading scope discussions with Client stakeholders.
- Worked on Configure, Price, Quote Software tool to provide accurate pricing with any given product configuration scenario.
- Worked on customizing Approval Process which was one of the biggest implementation for different regions and countries across a single instance.
- Price Exhibit Quotation design template changes which were finally presented end to end for better sales efficiency.

Project : Abbott Diabetes Care -Canada & Latin America [CALA]
Duration : Sep 2018 – Nov 2019
Platform : Salesforce.com

Roles and Responsibilities:

- ☛ Worked on developing Project Scope, Business Requirements and Functional Requirements.
- ☛ Worked on Technical Design Document to communicate the technical details of the work to be done to members of the team.
- ☛ Worked on configuring and customizing of custom objects, custom fields, Pick lists, role based page layouts, Workflow Alerts and Actions, Validation Rules, Lightning flow, Approval Processes, custom Tabs, custom reports, report folders, report extractions to various formats, design of Visual Force Pages, Dashboards, and Email generation as per business need.
- ☛ Worked on creating and updating Apex Class, Triggers, Batch Class, Approval Process, Workflow and Process builder.
- ☛ Developed Lightning component and enhanced existing lightning component as per business requirement.
- ☛ Worked on Metadata Deployments using Ant Migration Tool & Change Sets.
- ☛ Worked on multilingual translation feature in single instance for different regions to meet the business need.

Accenture Solutions Private Ltd

Jan 2016-Sep 2018

Project : Arterra Wines Canada, Volkswagen
Duration : May 2017-Sep 2018
Platform : Salesforce.com

Roles and Responsibilities:

- ☛ Worked with a wine Company to separate data from one legacy system to another.
- ☛ Hands on experience in both Classic and Lightning application.
- ☛ Activities mainly included data cleansing, separation, migration from one org to another using workbench and data loader tool.
- ☛ Worked on Profile, Role, Permission setting and Security model for different users.
- ☛ Implemented Pick lists, Dependent pick lists, Lookups, Master detail relationships and Record types to enforce data.

Project : Pfizer
Duration : Jan 2016 – May 2017
Platform : Salesforce.com

Roles and Responsibilities:

- ☛ Salesforce trained.
- ☛ Worked on pure configuration of Salesforce.com which includes customizing custom fields, custom objects, page layouts, record types, workflows, validation rules, formula fields for standard and custom objects.
- ☛ Worked on workflows, approval processes, reports and dashboards, change set creation and deployment processes.
- ☛ Was part of the Business Enablement team which focused on interaction with onshore and offshore Client team.

- ☛ Helped in creation of Quick Reference Guides for end user trainings and knowledge article documents for future references.

CERTIFICATIONS

- ☛ Salesforce Certified Platform App Builder
- ☛ Salesforce Administrator
- ☛ Salesforce Platform Developer I
- ☛ Salesforce Sales Cloud Consultant
- ☛ Salesforce Service Cloud Consultant
- ☛ Salesforce Certified CPQ Specialist

EDUCATIONAL CREDENTIALS

B-Tech, 2015

Asansol Engineering College, WBUT

CLASS XII, 2011

DAV Public School, NIOS

CLASS X, 2008

St. Xavier's School, ICSE

PERSONAL DETAILS

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|--------------------------|---|
| Date of Birth | : 13th Dec, 1992 |
| Permanent Address | : 303, C213, Shapoorji Sukhobrishti, Action Area III, Newtown, Kolkata-700135 |
| Nationality | : Indian |
| Interests/Hobbies | : Playing Football |
| Languages Known | : English, Bengali and Hindi |

DECLARATION

I hereby declare that above mentioned information is correct true to the best of my knowledge and wherever applicable, I can provide documents in original to substantiate any information provided here.

Thanks and Regards,
Jyotirmoy Singha Deo