

# SONALI KAKADE

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SALESFORCE  
CERTIFIED

CPQ Specialist

SALESFORCE  
CERTIFIED

Sales Cloud Consultant

SALESFORCE  
CERTIFIED

Platform Developer I

SALESFORCE  
CERTIFIED

Administrator

## Profile Summary

- 6+ years of total experience in the Information Technology Industry
- 5+ years of Salesforce.com Experience
- Experience in Salesforce CPQ, Salesforce Billing and Conga Composer
- Experience in Salesforce.com – Force.com, Apex Triggers, Apex Classes, Batch, Test Classes, Visualforce Pages, Integration, Process Builders, Approvals, Workflow Rules, Validations, etc
- Experience in JavaScript, JQuery, HTML, and CSS
- Possess good problem analysis skills with ability to follow project standards
- Can assist in developing and implementing new technologies
- Exceptional ability to quickly master new concepts and capable of working in-group as well as independently with good communication skills
- Experience in end to end delivery of project from making POCs, requirements gathering and QA
- Excellent time management skills with ability to perform under pressure & meet deadlines

## SKILLS

**Salesforce.com**  
Salesforce CPQ  
Salesforce Billing  
Apttus CPQ  
Conga Composer  
Apex  
Visualforce  
Triggers  
Process Builders  
Workflows  
Approvals  
OWD  
Sharing Rules  
Profiles

**Other**  
JavaScript  
jQuery  
HTML  
CSS  
Web Services  
Java  
Python  
Django

**Tools**  
Data Loader  
Workbench  
Dataloader.io  
Jira

## CAREER HIGHLIGHTS

- Won the Hot Stepper Award at Eternus Solutions Pvt. Ltd. in the year 2018.
- 4x Salesforce Certified with Sales Cloud Consultant, CPQ Specialist, Platform Developer I and Administrator.
- Was an active member of the Centre of Excellence at Eternus Solutions Pvt. Ltd. as a Salesforce Trainer for Freshers and Lateral Trainings

## EDUCATION

### Computer Engineering

P.E.S Modern College of Engineering, Pune

2012 – 2015

## EXPERIENCE

### Senior Software Engineer

Globant

May 2021 – Till Date

### Team Lead

Persistent Systems

Nov 2020 – May 2021

### Senior System Executive

Eternus Solution Pvt. Ltd, Pune, India

July 2019 – Nov 2020

### System Executive

Eternus Solution Pvt. Ltd, Pune, India

April 2017 – June 2019

## Intern

Cuelogic Technologies Pvt. Ltd, Pune, India

Jan 2015 – Nov 2015

## PROJECTS

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### Multinational Professional Services Organization

Team size: 15+

Role: Salesforce Developer

**Description:** This project is a platform for the client to manage all their business-related deals across all geographic locations and all services offered by them. This makes it very helpful to manage pipeline and revenue targets for each business domain.

#### Responsibilities:

- Requirements gathering, analysis, and solution designing with regular client communication
- Understanding the application's existing data model and updating the same as per business requests
- Worked on enhancements to existing system
- Managing Multiple environments for various business use cases
- Source code management using Azure DevOps

**Environment:** Salesforce, Apex, SFDC Data Loader

### UK Based Payment Gateway Provider

Team size: 4

Role: Salesforce Developer

**Description:** Client provides a global Direct Debit platform that allows to collect recurring payments from customer's bank accounts and settle them back in the home country.

#### Responsibilities:

- Requirements gathering, analysis, and solution designing with regular client communication
- Maintain requirement documents and other project governance documents
- Configuring the Salesforce CPQ package as per client's business processes
- Configured Advanced approval processes to satisfy certain requirements of client
- Created multiple Product Rules and Price Rules
- Developed a complex Quote Calculator Plugin (QCP) to support the client's requirement
- Implemented MDQ
- Worked on Usage Products
- Deployment and Migration to different environments

**Environment:** Salesforce CPQ, SFDC Data Loader

### US Based Telecommunication Organization

Team size: 20

Role: Salesforce Developer

**Description:** It is a US-based provider of Voice over IP products. Its products include cloud-based voice, contact center, video, mobile and unified communications for businesses.

**Responsibilities :**

- Effectively understanding the business requirements and mapping them to the underlying technical requirements
- Maintain requirement documents and other project governance documents
- Configured Products with Price Matrix and other related records in Apttus CPQ package
- Worked on resolving issues in existing system
- Developed Test classes so as to ensure that the developed code is appropriately tested for all use cases involved in the application
- Migrated Products and related records using data loader to different environments

**Environment:** Apttus CPQ, Apex, SFDC Data Loader

**Salesforce Consulting Firm**

Team Size: 2

Role: Developer

**Description:** It is a professional consulting services firm. This client has been helping different clients with different business verticals and implementations such as Third Party Integrations, Salesforce CPQ, Salesforce Billing, Data Migration and Salesforce customizations.

**Responsibilities :**

- Effectively understanding the business requirements and mapping them to the underlying technical requirements and proposing a technical solution with estimates for the same
- Maintain requirement documents and other project governance documents
- Responsible for Smartsheet Integration with Salesforce
- Configuring Salesforce's CPQ package and Salesforce's Billing package as per client's business processes
- Creating different product rules, price rules, advanced approvals, QCPs and PSPs as per client requirement
- Worked on creating different Quote templates and sending them for signature using docuSign.
- Configured different Billing Rules, Billing GL Rules, Revenue Recognition Rules and Tax Rules as per client requirement
- Creating different validation rules, workflows, process builders, approval processes, triggers and batches as per client requirement
- Implementing reports and dashboards
- Developed Test classes so as to ensure that the developed code is appropriately tested for all use cases involved in the application
- Deployment of developed components using change set as well as migration of different created rules using data loader in different phases grouped by major functionalities

**Environment:** Salesforce Sales Cloud, Apex, Visualforce, SFDC Data Loader

**US Based Internet Retailer Organization**

Team size: 2

Role: Salesforce Developer

**Description:** This client offers thousands of products including items for home and garden, health and beauty as well as apparel and accessories to customers throughout the United States through its catalogs and its web site, collectionsetc.com.

**Responsibilities :**

- Communication with end client through calls and emails to collect requirements
- Worked on enhancements to already build system
- Worked on the changes provided by the client by understanding the already developed system
- Worked on Integration using SOAP web services
- Made different changes to Apex Classes, Triggers, Visualforce Pages as per the client discussions
- Responsible for maintaining various project documents

**Environment:** Force.com, Apex, Visualforce.

**CPQ, Salesforce Consulting Firm**

Team Size: 20

Role: Developer

**Description:** It is a global leader in Salesforce quote-to-cash. It has been helping numerous clients in various parts of Salesforce Quote to Cash i.e. CPQ manage package configuration and customizations on top of it.

**Responsibilities:**

- Effectively understanding the complex requirements of project and providing solution for the same
- Configuring Salesforce's CPQ and Billing package as per client's business processes
- Worked on Conga Composer for generating Invoices and Quote Documents which were further configured to be sent through DocuSign for getting signed from client
- Worked on Intacct and Avalara Integration
- Configured different Billing Rules, Billing GL Rules, Revenue Recognition Rules and Tax Rules as per client requirement
- Configured Advanced approval processes and designed approval rules to satisfy certain requirements of client like value of various fields as criteria to trigger the approval processes
- Created multiple Product Rules and Price Rules
- Developed a complex Quote Calculator Plugin (QCP) to support the clients requirement involving cancellation of products quoted earlier and reinstating a product previously purchased
- Created Quote Templates for various client requirements
- Developed Batches, Schedulable Classes, Triggers, Apex Classes, Validation Rules, Custom Settings, Custom Metadata, SOQL queries and Visualforce Pages to automate the business
- Developed test classes to ensure that the developed code is appropriately tested for all use cases involved in the application
- Performed source control to push the components created to the bitbucket source control system used by the client through SourceTree
- Created Workflows and Process builders to perform various functionalities such as alerts, field updates
- Used and implemented applications of data loader for data migration
- Preparation of various types of project documentation

**Environment:** Force.com, Apex, Visualforce, Apex Triggers, SFDC Data Loader, Eclipse IDE v3.4.

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