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PROFESSIONAL SUMMARY

- Having 8 years of diversified IT experience in Salesforce Administrator and Salesforce CPQ.
- Configuring products, bundles, pricing in CPQ, and set-up of complex product catalogs and advanced pricing.
- Product selection and how to make the process of configuring quotes easy for the user.
Customization of complex CPQ quote templates
- Experienced working with various App exchange products or CPQ products like Salesforce CPQ
- Having good experience in organization automation processes like workflows, process builder, validation rules and approval process.
- Experience working with Salesforce.com sandbox and production environments.
- Created productive documents which will be used by rest of the team to have better understanding of the related system; Salesforce.com CRM.
- Proficiency in administrative tasks: like Creating Roles, Profiles and Users, User Interface, Tabs, Custom fields, Custom objects,
- Expert in Salesforce CPQ; strong experience in configurators, product rules, pricing rules, advanced approvals, option constraints.

RELEVANT SKILLS

Certifications: IBM Mastery certification of Cloud Application Developer, Salesforce Certified Administrator, CPQ Specialist
Analysis Tools: Tableau, Power BI, IBM COGNOS, IBM SPSS Modeler
CRM: Salesforce.com, nCino Banking operating System, Data loader
Salesforce: Process builder, Approval process, Automation Tools, Workflows.

EDUCATION

Maharshi Dayanand University
B.Tech Computer Science Engineering

PROFESSIONAL EXPERIENCE

Client: Kcloud Technologies
Salesforce CPQ Developer.

Jan 2019- Present

- Build CPQ Quoting & Product configuration, pricing for the products, Creating product features and product options. Customer has a large family of product with many dependent components and were adding product at individual SKU level.
- Designed and Implemented complex approval process using Advanced Approvals
- Built all the kinds of products such as Bundle products, standalone products, Subscription based products and Asset based/Service based products.
- Detail understanding of Pricing Waterfall required to implement Price Rules

- Experience in Salesforce CPQ configuration like creation of Price Rules, Product Rules, Bundle Configuration, Guided Selling etc.,
- Worked in Sales Force Testing and Administration tasks like gathering CPQ requirements on workflows
- Implemented various pricing methods available in Salesforce CPQ such as List, cost plus markup, Percent of Total(POT), Block prices
- Worked on MDQ products along with price dimensions.
- Worked On Price Waterfall Scenarios
- Good work experience of writing option constraints, guided selling rules, price rules, discount schedules.
- Extensive work experience on creation of quotes, quote line items on quote line editor page and quote order and order contracts.
- Work on Schedule Discounts and other attributes
- Worked on so many contract amendments for subscription products and renewal quotes.
- The ask was to improve the user experience, simplify the quoting process and help the sales team with guided selling and product configuration. Presented multiple product configuration options and then build the selected configuration.

Client: Allsoft Solutions
Salesforce CPQ Developer.

- Developed workflow rules and defined related tasks, time triggered tasks, email alerts, field update to implement business logic.
- Design and deploy Custom tabs, validation rules, Approval Processes and Auto-Response for automating business logic.
- Designed and Implemented complex approval process using Advanced Approvals
- Accurately translating business requirements into system functionality requirements.
- Providing strategic technical insight with respect to the CPQ.
- Supporting the remaining Salesforce CPQ implementation roadmap from design to deployment, user adoption, and ongoing improvements and system administration.
- Participate in regular pricing and quoting meetings;
- Take full ownership of the Salesforce CPQ implementation through all phases of development;
- Change and release management;

Client: Surya IT
Salesforce Admin

- New Agora is a huge Real Estate Agency who has more than 500 Center(Stores or buildings) across the country. Every Center has lot of spaces(shops) to lease out or rent out.
- In Salesforce , We are building an application for New Agora group where they will be managing all their Center.
- We will help them to capture all the status of the Opportunity. If customer ready to take Space on Lease/Contract, We will be doing all the steps required to lease out the space in application.
- All the Account/contacts details of the customers, we will be maintaining in application.
- In this application we will capture all the payment details for leasing contract.
- All types of Reports and dashboard for data manipulation and visualization.
- If Users has any issues, They can raise the case.