

**Raviteja Kakarla**  
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## Professional Summary

4.8 Years of experience as Salesforce Administrator/Billing/Developer that includes Configuration, Customization, Implementation and Support Projects. I am sure that I can add more values to your organization with all my Experience, Skills and Innovative thinking capability.

## TECHNICAL SKILLS

- Experience in Implementing Sales and Service Cloud and Salesforce CPQ.
- Expert in using Price Rules, Quote Template, Template Content, Discount Schedule's.
- Experience in configuring bundles, Product Rules, Summary variables.
- Installed Managed packages and maintenance in Salesforce.
- Good Experience in Automations like Workflows, Process Builders and Flows.
- Expert at Configuring Profiles, Permission Set, Email Alerts.
- Good at Implementing Standard functionality of CPQ Renewals and Amending Contracts.
- Good at Developing Triggers and Classes using best Practices.
- Sound knowledge and experience in process area and able to suggest process improvements.
- Strong time management skills with ability to juggle multiple cross-functional projects and deadlines
- Attention to detail with the ability to analyze and solve complex problems as well as provide documentation, guidance and instruction to users.
- Ability to develop strong relationships with people at all career levels and in various functional areas, e.g. sales, IT, marketing, etc.
- Worked with many App-exchange Products and Managed Package products.
- Experience in providing better Security Model for the Data and Login Authentication.
- Strong interpersonal skills. The ability to translate technical jargon into terms that business users can understand

## EXPERIENCE

Jun 2022 to till date senior salesforce Developer at **RAFTERONE** Hyderabad, India

- Managed Automations, Data Security, Reports and Dashboards, Workflows, Process Builders
- Configured Bundles, Price Rules, Discounts, Quote Templates for Multiple Projects
- Worked on implementing the Sales Cloud, Service Cloud salesforce CPQ and Billing to different Customers

June 2021 to Jun 2022 salesforce Developer at **Brillio** Hyderabad, India

- Managed Automations, Data Security, Reports and Dashboards, Workflows, Process Builders
- Configured Bundles, Price Rules, Discounts, Quote Templates for Multiple Projects.
- Worked on implementing the Sales Cloud, Service Cloud salesforce CPQ and Billing to different Customers.

June 2018 to Till June 2021 Salesforce Developer at **Perigon Technologies Pvt Ltd**, Hyderabad, India

- Managed Automations, Data Security, Reports and Dashboards, Workflows, Process Builders
- Configured Bundles, Price Rules, Discounts, Quote Templates for Multiple Projects.
- Worked on implementing the Sales Cloud, Service Cloud and CPQ to different Customers.
- Met with customer operations managers to identify issues and areas of potential improvement.
- Involved in technical design documentation and Developed backend Automations through Apex.

## **EDUCATION**

Honors Graduate of the University ANU, B.com General. Andhra Pradesh, India.

## **SKILLS**

Salesforce.com, Excel, Word

