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Salesforce developer **Email: naikmala123@gmail.com**

### Objective

Seeking a position in Industry that enhances my knowledge and technical skills, offers learning and professional growth as I contribute and add value to the Company/ Client I am associated with.

### Professional Skills

* Around 4.3 Years of total experience with 2.1 Years of experience in Salesforce CRM as a Developer.
* Hands on experience in **Salesforce CPQ Configuration**
* Hands on experience in **Salesforce Customization (Apex Classes, Triggers and VF Page)**
* Hands on experience in **Salesforce Configuration**
* Good Knowledge on **Core Java**, **JDBC**
* Good Knowledge **on Java EE Platforms (JSP, Servlets)**, **Linux, SQL, Spring** and **Big data(Hadoop Ecosystem)**
* Strong knowledge in SFDC Administrative tasks like creating **Profiles, Roles, Users, Page Layouts, Email Templates, Workflows, Validation rules** and **Process Builder**

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### Work Experience

* Working as **Associate** in **Cognizant Technology Solutions, Bangalore** from **June 2016** to **till now**.

### Education

* **B.E. (EEE)** from **Bapuji Institute of Engineering and Technology (BIET),** Davangere (KA) **with an aggregate of 77.21%.**

### Project - 3

**Project : CPQ Product & Pricing Strategy 2020**

**Client :** Unit4 (Netherlands)

**Team Size :** 05

**Role :** Salesforce CPQ Developer

**Duration :** July 2019 to Till now.

**Environment : Salesforce CPQ (SteelBrick)**

**Client Description:** Unit4 is a software company that designs and delivers enterprise software and ERP applications and related professional services for people in services organizations, with a special focus on the professional services, education, public services, and not-for-profit sectors. Headquartered in the Netherlands, it has subsidiaries and offices in 26 countries across Europe, North America, the Asia-Pacific region and Africa. It has a revenue of 500 Euros with 3200 Employees working across the world.

**Project Description:** The Unit4 CPQ Product & Pricing project involves restructuring the Product Bundles and defining the new Licensing and Pricing strategy for the various Saas products for Unit4. The new pricing strategy involves updated Tier pricing, renewed Geography based volume discounts, creation of new bundle products and renewed strategy for product Licensing.

**Responsibilities:**

1. Created and configured Bundles and Products and Implemented Summary variables, Option constraints and Product rules for the bundles Creation of New Configuration Attributes
2. Creation of Price Rules with Look up Objects
3. Creation of New Block prices and updating existing Block prices.
4. Creation of new Discount Schedules. Modification of Discount tiers for existing Discount Schedules.
5. Development of New Quote Templates and enhancement of existing Quote template
6. Developed Product rules, Price rules and validation rules
7. Developed automated workflow and approval process for sales opportunity

### Project - 2

**Project : NORTH STAR (SALES CLOUD OPTIMIZATION)**

**Client :** Unit4 (Netherlands)

**Team Size :** 05

**Role :** Salesforce Developer

**Duration :** June 2018 to July 2019

**Client Description:** (Same as above)

**Project Description:** Unit4 wanted to improve the efficiency of Lead Qualification and close deals faster, implement Sales Analytics for its leadership. Unit4 wanted to streamline the Role Hierarchy and implement Territory Management. Unit4 wanted to remediate its platform and reduce number of components by merging Validation rules and Triggers and by moving workflows to process builders to cut maintenance cost.

**Responsibilities:**

1. Creation of Process builders, flows and implementation of Trigger Framework and Trigger optimization.
2. Streamlining of 200+ Sales Roles and realignment of 650+ Sales users across the new roles and remapping of Managers
3. Creation and implementation of Territory Management.
4. Implementation of several AppExchange tools to improve Lead Scoring, Lead Qualification and to improve sales reporting to Leadership

### Project - 1

**Client :** Comcast

**Team Size :** 15

**Role :** Application support Engineer

**Duration :** June 2016 to Apr 2018

**Client Description:**

Comcast Corporation is a global media and technology company with two primary businesses: Comcast Cable and NBCUniversal. Comcast Cable is one of the United States' largest video, high-speed Internet, and phone providers to residential customers under the XFINITY brand, and also provides these services to businesses. Headquartered in the Philadelphia, Pennsylvania, United States

**Responsibilities:**

1. To provide technical support for any issues related to STB’s
2. Basic troubleshooting like fetching the details of STB’s (MAC,IP address, Serial number) using linux commands
3. Identifying the issues based on traceroutes(Linux commands) and working to fix the issue
4. Writing the queries to fetch the details using Splunk tool.
5. Work with windows AD/Servers
6. Proactively, I involved myself in researching and evaluating alternative solutions and made recommendations to obtain efficiencies