Personal Info

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Languages

English, Hindi, Marathi

Date Of Birth: 15th April, 1995

Rajesh Singh

Salesforce and Apttus Certified Consultant & Developer
Pune, Maharashtra, India

Professional Summary

- A total of 6 Years of experience into Salesforce where I have worked onto multiple projects involving Apttus CPQ ,CLM and core Salesforce functionalities on Sales Cloud.

- 4 Years of dedicated experience into Apttus CPQ and CLM implementation apart from Sales Cloud implementation

- Have experience in building and defining efficient solutions for clients

- Have hands on experience at technical front on customization and configuration activities from Salesforce Lightning components, Apex Classes, Triggers, Visualforce Pages, Integrations and deployments and other available components including CI and CD exposure as part of DevOps along with demonstrated knowledge on HTML5, CSS, JavaScript, XML, JSON, and ASP.NET with MVC4 architecture.

- DevOps knowledge with working experience on Azure DevOps and Copado deployment tools.

- SAFe Certified Scrum Master which helps in understanding roles and responsibilities of each team member working in scrum ideology.

- Have good knowledge to Apttus OOTB features from CPQ and CLM product and efficiently applying the same in the current implementation of customer project.

- Built salesforce automations for within Wipro vertical and is registered in asset library of Wipro on Appirio CRM tool.

- Actively achieved Ranger rank and acquired 9 Superbadges from Salesforce which are difficult to achieve and requires dedication towards learning

Brillio Technologies (1 Year, as of September, 2021)

> Lead
> September 2020 - Present

Wipro Technologies (5 Years 1 Month)

> Technical Lead
> November 2019 – September 2020

> Senior Developer / Development Lead
> November 2018 – November 2019

> Service Lead
> March 2018 - November 2019

> Associate Consultant
> August 2015 - March 2018

Brillio Experience

Lead for Apttus CPQ / Sales Cloud implementation at Zscaler with Team size of 15+

- As a lead I am responsible for solutioning and developing requirements received from business
- Direct interaction with client for requirement gathering and committing accurate timeline on delivery of requirements.
- I am also responsible towards guiding and mentoring junior and senior developers in case any hinderance is observed either technically or functionally for any of the committed requirements.
- Accurately assessing requirements and to highlight any use-case which either cannot be achieved or does not have a valuable impact on business but still consumes customization.

Wipro Experience

Technical Lead for CLM Project at Philips with Team Size of 7+

- As a technical lead I am responsible for defining technical solutions for the design that are created by the solution architect
- I am responsible to put a technical solution for a solution design presented by the solution architect and make sure that the proposed solution is achievable and will not break any existing functionalities and make sure the impact is correctly assessed prior to taking a complete feature into implementation.
- Regularly connect with key stakeholders to gather requirements and highlight any change in requirement upfront and its impact and implications towards delivery.
- Closely work with BA to finalize actual business requirements and finalize effort estimations
- Technical solutions are defined based on E2E functionality also includes highlighting any impact on the current solution
- Technical solutions are required to be efficient in nature and occupy as much configuration as possible from Apttus OOTB features
- Check whether the user stories are efficiently defined and cover all possible test cases and all acceptance criteria are achievable for acceptance of stories within the sprint timelines.
- Accurately assess the effort required for any development and assign correct resources towards any development
- Guide team towards technical resolution and help them overcome any technical difficulties that they face during the development phase
- I am responsible for code reviews for each development that are made and make sure efficient solutions only are deployed to higher environments

Senior Developer / Development Lead for CLM Team with Team Size of 6+

- Development
  - As a senior developer, it was my responsibility to check whether the user stories assigned are deliverable in nature and does not have a gap which may occur during development
  - Guide team towards technical resolution and help them overcome any technical difficulties that they face during the development phase in case my technical lead is not available at the spot
  - Unit testing each component before handing over the functionalities to the testing team to minimize efforts during SIT and UAT phase.
  - Making the deployment request accurate and first time ready to make sure deployment errors are not encountered
  - Make sure best practices is followed while implementing any code change and make sure that it does not break any existing functionality, which is already developed.

- Deployment
  - I was responsible for the deployment of user stories for my team before we implemented the Azure DevOps for CI and CD
  - After Azure DevOps implementation this role was no more required as a separate deployment team was created for creating pipelines and to push changes ahead in higher environments
  - Learned Azure DevOps way of deployment and about pipeline, branching, and releases
  - It also helped me learn new deployment techniques and also increased my capabilities towards different deployment issues that may arise

Service Lead for multiple services within Philips (Team Size 6) for M2O Process

- Work with customer service managers as key stakeholders and cater their requirements towards the management of live applications
- Responsible to maintain the overall health of the application and to ensure the defect-free release is done before each production deployment.
- Be readily available to tackle any critical situation that may arise at any point within the production environment.
- Manage resources and help them out towards their day to day activity and have an overall idea about all SLA's and open issues

Associate Consultant at Philips for M2O Process

- As an associate consultant, I was responsible for managing an already developed application based on Salesforce for our customer
- I was responsible for issue resolution which was raised for the application
- This role helped me grow towards learning the business process and the end-users expectations
- Data management and data reporting were also included in my key learnings from the project
- Conducting Knowledge transfer sessions for the new members in the team and got them used on sub applications to enhance the productivity.
- Good experience in coordinating and closely working with the development and business team. Prioritize multiple tasks effectively

Additional Experience

- Total of two years of development experience in ASP .NET with MVC framework which was pursed during college as a freelancer
- Worked hard on a pilot project *litchitoe.com* which eventually failed to continue in the market but gained meaningful experience to apply it at later projects from development to deployment and its support to data management for running a website.
- Developed one customer project for BlazingFacets a diamond merchant who wanted to bring his business online with online shopping capabilities without payment gateway implementation.

Hobbies

- I love cooking and I have added various dishes to my expertise
- I like to play cricket but definitely not as good as Tendulkar, although my childhood jersey had his names only.
- I do like gardening as well, where at least an hour is spent daily towards it.

Academics

- ### BITS Pilani (Wipro WASE Programme)

  M. Tech, Software Engineering, Nov. 2019 achieved **6.54 CGPA**

- ### NIIT, Mumbai, Maharashtra

  GNIIT, Software Engineering, Aug. 2016 achieved **Excellent Grade**

- ### Mumbai University, Mumbai, Maharashtra

  Bachelor of Science (I.T), Information Technology, Feb. 2015 achieved **A Grade**

- ### K. C. College, Mumbai, Maharashtra

  HSC, Feb. 2012 achieved **70.17%**

- ### Guru Nanak English High School, Mumbai, Maharashtra

  SSC, Mar. 2010 achieved **87.27%**

- **APT*T*US**

- **Salesforce**

- **SAFe**

✓ Apttus 201 CLM Product Certification
✓ Apttus 201 CPQ Product Certification Level 1
✓ Salesforce Certified Platform Developer II
✓ Salesforce Certified Platform Developer I
✓ Salesforce Certified Platform App Builder
✓ Salesforce Certified Sales Cloud Consultant
✓ Salesforce Certified Service Cloud Consultant
✓ Salesforce Certified Administrator
✓ SAFe Certified Scrum Master

Brillio Technologies

- Group Excellence Awards

Wipro Technologies

- Execution Excellence Award for Outstanding Performance

I hereby declare that all the above stated information is true to the best of my knowledge.

Rajesh Singh