

# KOPAL GUPTA



## Profile Summary

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- Salesforce/Apttus Consultant at Wipro Technologies Limited with 3.9 years of experience comprising in Development and implementation. Hands-on experience in Salesforce.coms, Apex Classes, Triggers, Visualforce Pages, Aura Components, and CSS.
- Good analytical & logical reasoning abilities, Creativity, and a solid team player.
- Acquainted with Client Interaction like updating and clarifications.

### SALESFORCE AND CPQ SKILLS

- Developed applications using Salesforce.com LWC, Lightning, Aura and Salesforce Lightning Design Systems.
- Expertise in controlling the data access across the Application using Field-level security and Organization-wide Defaults, creating Profiles, Queues, setting up Role Hierarchy, Company profile and writing the Sharing Rules as per the Requirements.
- Have avid experience as a full-stack developer with a specialization in the backend Apex classes in order to fulfill the business requirements.
- Requirement Gathering, Customization, Configuration and Designing experience on Salesforce.com CRM and Partner Relationship Management.
- Good understanding through implementation of concepts like Pricing callbacks, Best contracts etc., as a part of Contract Lifecycle Management in order to build the shopping cart.
- Implemented Approvals, Pricing and Product configuration in order to build a shopping cart for Quoting and Order orchestration journey.
- Worked as a developer and independently handled complete module with deals with customizing Approvals and Pricing.
- Extensive experience in activities related to Customization, Administration, Configuration and deployment on Force.com platform.
- Experience in deployment using ANT and Change sets.
- Developed applications using Salesforce.com Aura and Salesforce Lightning Design Systems.
- Very Good understanding of Software Development Life Cycle (SDLC).
- Good knowledge of bug and user story tracking using Azure Board.

## Education

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B.Tech. from Amity School of Engineering & Technology, affiliated to G.G.S.I.P.U., New Delhi (2016)

## Work Experience

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- Wipro Technologies (November 2019 – Present)
- Vodafone Shared Services Private Limited (October 2018 - November 2019)
- Accenture Services Private Limited - (January 2017 – October 2018)

## Key Skills and Knowledge

### Scripting Language

Javascript

### Internet Browser

Internet Explorer  
Firefox  
Chrome  
Safari.

### Operating System

MS-DOS  
Windows XP  
Vista  
Win7,8,10

## Professional Experience

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### Wipro Technologies

#### **Salesforce/CPQ Implementation for Philips**

**Period:** November 2019 – Present

**Details:** Philips from Amsterdam which is currently implementing a CPQ solution on salesforce platform to channelize their sales. We are implementing approvals, pricing and product configurations in order to build a shopping cart for quoting and order orchestration journey.

**Role:** Salesforce/CPQ Consultant

**Responsibilities:**

- Working as a developer and independently handling user stories that deal with Pricing callbacks and to facilitate fetching best contracts in the shopping cart.
- Worked on REST based outbound integration to third party systems using Salesforce.
- Have working knowledge of ETL tools used in various Salesforce operations.
- Did POC on building a VF page to populate data based on the choice made by the user and in conclusion generate an invoice that was PDF friendly.
- Developed functionalities using Aura Enabled Apex classes.
- Worked entirely in every part of design, development and implementation of each module.
- Implemented Pricing callbacks, Best contracts etc., as a part of Contract Lifecycle Management in order to build the shopping cart.
- Preparing and executing Unit test cases. Having Experience in configuration and customization.
- Analyzed the requirements based on the functional documents.
- Deployed code using Azure integrating with VS Code.

### Vodafone Shared Services Private Limited

#### **Salesforce Implementation for Vodafone UK**

**Period:** October 2018 - November 2019

**Details:** Vodafone, UK is implementing sales cloud related functionalities in order to enhance their business. We have used Salesforce and its related functionalities to enhance the existing business processes as well.

**Role:** Senior Executive

**Responsibilities:**

- Went onsite for business meetings relevant to onboarding of CPQ program in current program.
- Worked as a salesforce administrator / Developer covering the customization aspects as Apex triggers, Apex classes, Batch classes, Webservices etc.
- Prepared implementation plan and train fellow developers and ensure successful go-live in a single attempt.

- Worked entirely in every part of the design, development, and implementation of each module.
- Worked as squad lead for CPQ program (July '19).
- Support during the implementation into production.
- Written test classes for all the implemented Apex Classes and Triggers.
- Deployed config and customizations to the testing environments and Production using GitHub.

### **Accenture Services Private Limited**

#### **Nokia CPQ Solutions & Nokia Digital Sales Solutions**

**Period:** January 2017 – October 2018

**Details:** Nokia Solutions from Germany which is currently implementing a CPQ solution on salesforce platform to channelize their sales. We implemented approvals, pricing and product configuration in order to build a shopping cart for quoting and order orchestration journey.

**Role:** SE

**Responsibilities:**

- Worked as Salesforce developer with hands-on in both Configuration and Customization aspects.
- Used majorly th OOTB functionalities in Salesforce to facilitate low-code methodologies.
- Mentored team of 4 Junior developers working alongside in the delivery of the modules.
- Worked as a developer and independently handled complete module with deals with customizing Approvals and Pricing.
- Implemented Approvals, Pricing and Product configuration in order to build a shopping cart for Quoting and Order orchestration journey.
- Worked entirely in every part of design, development and implementation of each module
- Implemented Lookups and search functionality in the Lighting environment.