

Rohit Apsangi

Salesforce CPQ Consultant

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SUMMARY

Highly experienced Salesforce Developer with over 7 years of experience in CRM Consulting, I have a proven track record of successfully implementing and optimizing Salesforce solutions for various clients. With a strong knowledge of the Salesforce platform, I possess excellent analytical and problem-solving skills, allowing me to identify areas for improvement and provide effective solutions. My ability to communicate and collaborate effectively with cross-functional teams has been instrumental in delivering successful projects. In addition, my attention to detail and strong organizational skills have contributed to the seamless execution of complex projects.

EXPERIENCE

Salesforce Developer and Consultant

Cognizant 02/2020 - Present Pune

As a Salesforce Developer at Cognizant, I play a crucial role in developing and implementing innovative solutions to enhance efficiency and functionality of the Salesforce Platform.

- Lead Developer & Consultant for managing core Sales and CPQ implementation.
- Customized and maintained Salesforce Org using APEX, Flows and Approval Processes.
- Extensive knowledge on SOQL and SOSL along with data import tools including Data Loader and Data Import Wizard.
- Deep understanding on Salesforce Flows which includes Record Triggered, Screen Flows, Platform Events and Scheduled Flows.
- Designed and Configured Salesforce users security using Profiles, Permission Set groups and Role Hierarchy.
- Experience in developing integrations using platform events.
- Lead various CPQ solutions covering Bundle Configurations, Options, Configuration Attributes, Price Rules & Product Rules.
- Understanding of Conga templates and DocuSign.
- Experience on working with Amendments and Renewals.
- Demonstrated excellent written and verbal communication skills using an active engagement with Stakeholders, Architects and Business Analysts.
- Lead the agile ceremonies in team using Jira and Confluence.

Oracle CRM Developer

Cognizant 09/2017 - 2020 Pune, India

Company Description

- Lead a Cloud transformation for Sales & Service Cloud increasing org efficiency by 60%.
- Improved CRM system efficiency using Oracle Flows, Groovy Scripts and Custom automations.
- Improved Service Channel efficiency by implementing Omni Channel Setup, Queue Assignments and Agent Chat functionality.
- Interacted with lead stakeholders to reduce data quality issues using CDM which resulted in reduction of 80K duplicate accounts, contacts.
- Configured insightful Reports and Dashboards helping sales managers to view in detail sales pipeline and perform forecast.

Oracle Sales Cloud/Service Cloud Developer

AST Corporation 06/2016 - 08/2017 Pune, India

Company Description

- Served as Oracle Sales and Service Cloud developer for multiple clients.
- Developed standard and customized sales processes using Lead Nurturing, Conversion improvements and Opportunity sales processes.
- Developed territory model for efficient account and opportunity allocation across multiple geographies.
- Worked on Service Cloud Instance to develop queue routing, workspace designs and automate inbound/outbound service emails.

INDUSTRY EXPERTISE

Sales Cloud



CPQ



Service Cloud



SKILLS

Salesforce Tools

Visual Studio Code Data Loader

Workbench

Web Technologies

HTML CSS JavaScript

Salesforce Lightning Components

Tools

Jira Confluence Postman

ACHIEVEMENTS



Associate of the Quarter
2020



Trailhead Double Ranger
2023

CERTIFICATION

Salesforce CPQ Specialist
Salesforce

Salesforce Platform Developer 1
Salesforce

Salesforce Certified Administrator
Salesforce

Salesforce Certified Associate
Salesforce

EDUCATION

MCA

Pune University

📅 2013 - 2015 📍 Pune, India