



# ASHWANI KUMAR PANDEY

CERTIFIED SALESFORCE CPQ SPECIALIST

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A: Malak, Sunder Nagar Colony, Nilmatha, Lucknow UP  
226002

## Education History

**2014 - 2016**

**Master of Business  
Administration**

Dr. APJ Abdul Kalam  
Technical  
University  
Institute:- Raj Kumar Goel  
Instiyute of  
Technology, Ghaziabaad,  
UP

**2010 - 2013**

**Bachelor of Business  
Administration in  
Computer Aided  
Management (BBA-  
CAM)**

Indraprastha University,  
New Delhi

## Certification

**Salesforce Certified  
CPQ  
Specialist**

IFebruary 2022  
Credential ID 22961655

Salesforce CPQ Specialist and Salesforce Administrator and Programmer using App Builder Certified, BBA, MBA with 6+yrs of experience in e-commerce Salesforce Admin & CPQ/Inside Sales/Strategy/Business Development.

## Work Experience

**Associate Configuration Engineer**

**CommerceCX Inc, Hyderabad, IND**

Hyderabad, Telangana IND

Aug 2021 - Present

**Project-1:- Docmation Project(Delloitte) Sep'2021-Dec'2021**

- To optimization of Product Rule and Price Rule and check if that need to be re-written.
- Working on Approval Rule, Billing, Quote-to-Cash, CLM.
- Data loading activity- Upsert, Update, Mass Delete, Insert using data loader and salesforce inspector.
- Automation of Salesforce Process.

**Project-2:- Restaurant365 Jan'2022-May'2022**

- End-to-End Implementation starting from uploading products via data loader to contract, order and Invoice management.
- To work on creating objects/fields, pricing method, MDQ Product, Block Pricing, Discount Schedule, Product Rule, Price Rule, Usage Based Pricing.
- Data loading activity- Upsert, Update, Mass Delete, Insert using data loader and salesforce inspector.
- To work on CPQ Quote Template, add company logo, watermark and additional document.
- To work on Advance Approval, Approval Chain, Approval Rule, Approval Conditin(ALL & Custom)
- To work on Contract, Renewals, Amendment, Order and Invoice.
- To work on conga composer to create quote document.

## Salesforce Certified Administrator

October 2022  
Credential ID

## Salesforce Certified Administrator and App Builder - Grade "A"

October 2021  
Credential ID  
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## My Skills

- Salesforce Business Process Automation
- Salesforce Sales Cloud Management
- Salesforce Domain Knowledge
- Salesforce CPQ (Contract+Renewal+Order+Invoice)
- Salesforce Revenue Cloud(CPQ+Approval+Billing)
- Salesforce Administrator
- Workflows, Flows, ProcessBuilder, Package Setting
- Building Blocks of Salesforce Platform

## Online Profile

### LinkedIn

<https://www.linkedin.com/in/ashwani-kumar-p-24465a220/>

## Project-3:- ParacoGas Project July2022-Present

- To create flows and process builder in order to update the field record.
- Documentation of processes.
- To test the salesforce triggering point related to transaction/creditinfo/quoteSLPP/On-Bard Account to ADDS.
- Using CHARGENT to generated order.

## Project-4:- Daikin Project(Fujitsu) Sep'2022-Present

- To work on test scripts on UAT and STAGE Environment related to Account, Opportunity, Quote, Contracts, Business Approval and Credit Approval.
- To Work on Advance Approval-creating rules, custom logic in order to enable smart approval.
- Data Deployment Activity- Using Gearset.
- Product Rule and Price Rule configuration.

## Assistant Manager

### WMG Tech Pvt Ltd (WedMeGood)

Gurugram , Haryana IND Nov2018-June2021

- Managing SalesforceCPQ - roles, profiles, sharing rules, workflows, and groups.
- Importing, exporting, and updating sales department leads, contacts, and other data.
- Maintaining the sales cloud, as well as building custom reports and dashboards.
- Worked on Salesforce CPQ - CLM Contract, Renewals, Amendments, Order and Invoice.
- End to End B2B sales adhere to the whole sales cycle to generate the revenue for the growth.

## Inside Sales Executive/Key Account Manager

### BT Tech Labs Pvt Ltd (LocoNav)

Gurugram , Haryana IND Jan2018-Aug2018

- Call on Prospect customers and give them the product knowledge also try to convince them for the meeting.
- Generating the leads and assign them to the concerned area executive for the meeting..
- Make the proper coordination with the Field team and client for an effective meeting.
- Visiting the different states of India for meetings and make them understand how to liquidate the maximum benefit by using a fuel card with us.

## Salesforce Trailhead Profile

<https://trailblazer.me/id/apandey473>

### **Sr. Sales Executive**

#### **Okutech Pvt Ltd (fastfox.com)**

Gurugram , Haryana IND

March 2017-DEC2017

- Communicating with Clients and understanding their requirements for rental properties in Gurgaon.
- Arranging client visit for closure..
- Keep Proper coordination with the field executives who take the client for visit.
- Managing conflict and coming up with effective negotiation and sales strategies.

### **Client Relation Executive**

#### **Infoedge India Ltd.**

Noida, UP IND

Jan2016-March2016

- Creating a high trust value proposition and making clients understand various service offerings and the functionalities of the website.
- Reaching out to new customers and explaining to them the benefits of products
- Analyzing customer's requirements and providing them solutions as per their needs.
- Achieving sales targets by acquiring new clients and growing business from existing clients.