

Rajarajan R

Results Driven professional with an overall experience of 5 years and 2 years as a Salesforce consultant. Known for being positive, highly motivated, and solution-oriented, I can identify and resolve complex challenges. Committed to exceeding client expectations, I leverage Salesforce's capabilities to streamline operations and enhance customer satisfaction.

EXPERIENCE

Nteli Technologies, Chennai — Salesforce Associate Lead

June 2021 - PRESENT

- **Romeo Power, US**
Implemented Lead to Quote system using salesforce capabilities such as Salesforce Inbox, CPQ, Product & revenue schedules and Order management.
Also created an Experience cloud site for customers to create cases and service reps can manage the cases in the Salesforce service cloud.
Worked with the Mulesoft team to integrate between Salesforce and Plex system. Also helped DocuSign developer to implement DocuSign CLM.
- **ITW EAE, US**
Implemented multiple Product bundles using option constraints, Nested bundles and Configuration Attributes.
Created price rules to solve their complex discount & commission structure using a Lookup Table and also implemented advanced approvals for each tier of discounts.
- **Optimizely, US**
Implemented Conga CLM to generate MSA, NDA agreements. Created multiple templates using merge fields.
- **Reify Health, US**
Implemented CPQ with Product Bundles, Discount schedules, Contracted pricing, and multiple product selection & validation rules.
Solved complex amendment scenario and helped the Netsuite integration for billing.
- **Momentous Technolgies, US**
Implemented CPQ with huge product structures and complex pricing scenarios. Created price rules with Lookup queries and Multiple product rules. Also implemented MDQ.
- **Intapp, US**
Implemented Salesforce Billing. Created Invoice schedulers and a custom date for invoice generation. Also implemented avalara tax and conga invoice document generation.

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Certifications



SKILLS

- Microsoft Excel
- Agile Methodology
- Team management
- Friendly & Positive approach
- Business Process Analysis and Optimization
- Productive relationships with Clients & team members.
- User Training and Support
- Continuous Learning and Adaptability

Language

- English
- Tamil