



Pratik Vikas Pawar

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QUICK INTRODUCTION

- **4+ years** of experience in **Salesforce & CPQ Development**.
- Worked on different **CPQ Projects** along with **SFDC Configuration and Customization**.
- Strong Points: **Salesforce CPQ Implementation, Advance Approval**.

SALESFORCE KNOWLEDGE

CPQ	Product Bundling, Block/Cost/List Pricing, Discount Management, Advance Approval, Guided Selling, Quote Template, Amendment and Renewal Setup, Contract management, QCP Implementation.
Automation Tools / Configuration	Validation Rules, Workflow, Process Builder, Approval Process, Email Templates.
Administrative Tasks	User Creation, Roles Assignment, Profile Assignment, Permission Set Assignment, Page Layout and Record Type Management, Reports Creation.
Customization	Quote Calculator Plugin (QCP), APEX Triggers, Lightning Components (Beginner level) implementation.
Deployment Tools	Change Set, ANT, Workbench.
Data Activity Tools	Prodly Moover, Data Loader, Workbench, Salesforce Inspector (Extension)

SOME OF KEY PROJECTS

Project/ Customer	Salesforce CPQ Implementation – Syntactx
Role	CPQ Consultant/Developer
Period	6 Months
Project Implementation Details	<ul style="list-style-type: none"> • Configured Product Bundles along with required product attributes and optional products. • Configured Product Rules to show optional products based on attributes values and criteria. • Configured a Dynamic Guided Selling to help the Sales team to choose the right product. • Configured Discount Schedules for each bundle based on given discount matrix. • Designed OOB Quote Templates – separate for New Business, Amendment and Renewal Deal. • Wrote a QCP (Quote Calculator Plugin) JavaScript code to populate the subscription term value for support lines based on License product’s term. • OOB Amendment and Auto-Renewal (90 days before contract end date).
Responsibilities	<ul style="list-style-type: none"> • Closely work with the client and onshore team. • Understand the requirement and work on CPQ Configuration. • Design solution and develop the different requirements.

Project/ Customer	Salesforce CPQ Implementation/Support - RUBRIK
Role	CPQ Consultant
Period	4 Months
Project Implementation Details	<ul style="list-style-type: none"> • Extensive work to design dynamic product bundles (segregate existing product bundles for better performance) using Lookup Data and Lookup Queries based Product Rules. Almost, restructures all ~40 bundles from scratch. • Configured Guided selling to show/hide product bundles based on given input. • Configured Product Rules to show/hide Product Options based on Bundle Product’s Configuration Attribute.

	<ul style="list-style-type: none"> Weekly data migration from Dev to UAT for testing using Prodlly Moover.
Responsibilities	<ul style="list-style-type: none"> Closely work with development team. Understand the requirement and work on CPQ Configuration. Provide work status to onshore and offshore team. Design solution for different requirements and work on those requirements.

Project/ Customer	Salesforce CPQ Implementation - ESET
Role	CPQ Consultant/Developer
Period	6 Months
Project Implementation Details	<ul style="list-style-type: none"> Key functionality was to design the block pricing for all the 200 products using lookup data structure. Configured straight forward product catalog for Home and Business specific antivirus services products. Implemented Search Filters to hide products based on Deal Type – Home/Business). Configured Pricing Rules to calculate 3 layers of discounts – Partner, Distributor and Additional Sales Rep Discount. Use SFDC configuration(flows) to create cloned quotes for 1yr, 2yrs and 3yrs term. Configured OOB Contract Renewal and Amendment functionality.
Responsibilities	<ul style="list-style-type: none"> Participate in business and system requirements sessions Work with client to understand the business requirements and sales flow. Demonstrate built solution and get approved the implemented solution. Resolve implementation issues if any Work on Product and Pricing Configuration Setup. Recommend feasible and best solution to the Client.

Project/ Customer	Salesforce CPQ Implementation - Glassdoor
Role	CPQ Developer
Period	6 months

Project Implementation Details	<ul style="list-style-type: none"> • Implemented Advance Approval for 4 different chains and 5 approval levels – Used Dynamic Approval and Parallel Approval functionality in Advance Approval App. • Product Bundle Configuration. • Added a set of Product Rules to show/hide optional products based on Domain value. • Added a set of Price Rules to calculate prices based on different pricing conditions. • Amendment implementation – Add On, Cancellation, Upgrade. • Auto Renewal implementation – 120days before Opportunity and 30days before Quote Creation. • Bi-weekly deployment for UAT. Excel and Data Loader based data migration. • Deployment using Workbench tool.
Responsibilities	<ul style="list-style-type: none"> • Participate in business and system requirements sessions • Work with client/onshore solution architect to understand the business requirements and setup solution accordingly. • Demonstrate built solution and get approved the implemented solution. Resolve implementation issues if any • Work on Advance Approval end to end implementation. • Work with various Steel brick objects like Price Rule, Product Rule, etc. • Work on UAT and Production release. • Work on stories and bugs mentioned in the JIRA. Keep updated JIRA tickets.

PERSONAL INFORMATION

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Date:

Place: PUNE

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