Shaloo Mishra

Salesforce CPQ Developer

Personal Info

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Date of birth

1995-01-16

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Skills

Salesforce CPQ

SOQL/SOSL/Triggers/Apex Class/Force.com/Visual Force

Apex Data loader/Workbench

Eclipse/VS Code/GitHub/Source Tree

Waterfall/Agile/Scrum Methodology

Salesforce CPQ Certified Developer with a demonstrated history of working in the management consulting industry with good insights of TMT sector & M&A Experience. Over 3 years of IT experience and 3 years as a Certified Salesforce.com CPQ Developer/Admin. Automated sales process/generation of Revenue recognition status from Quote to Cash. Familiar with Lead to Cash process. Extensive experience with the Salesforce.com development life cycle, application design patterns, & deployment planning. In-depth experience in CPQ & CRM business processes like Product & Pricing, Quoting Life Cycle, Order Management, Advanced Approval process, Amendment & Renewal process. Experience with Jira/Confluence/Rally. Well-versed with Agile/Scrum & Waterfall implementation methodologies. Capable of rapidly learning new technologies and processes, and successfully applying them to projects and operations.

Experience

2017-04 - present

Deloitte Consulting, Offices of US

Business Technology Analyst (Salesforce CPQ Developer)

Client Detail: Analytics industry based firm, based out of Philadelphia & London | Duration 10 months: Experience in configuring price quote (CPQ) with Salesforce (formerly, Steelbrick). Responsible for eliciting business requirements from various client stakeholders (Onshore & Offshore) and act as liaison between the business and development team. Converting client functional requirements to technical implementation. Configured Products, Catalog, Bundles, Price books with price book entries. Proficient in configuring Product rules & Price rules, building Discount Schedules & Block prices for volume-based pricing. Configured attribute-based pricing for pack based. Managing delivery of critical routine tasks such as Migration activities, Deployment Tracker.

Client Detail: Cloud computing & virtualization software/service provider firm, based out of New York | Duration 7 months: Worked on Quoting cycle along with setting up the Advanced Approvals for Salesforce CPQ using dynamic approvals & used email templates for user notification. Proposing design for business requirements & contributing to the development methodology. Responsible for enabling of various complex and extremely complex product models in the configuration module of product transformation. Interact with on-site counterparts to translate functional requirements into technical design. Build Quote Templates for Quote Document.

Client Detail: Heavy Equipment Automotive Manufacturing Firm, based out of United States | Duration 8 months: Salesforce CPQ SME for Amendment and renewals scenarios. Converting client functional requirements to technical implementation. Developing various Products & pricing and quoting modules during the implementation phase. Experience in Subscription, Contract Management, Order Management, Amendment & Add-On flow, Upgrade Flow & Renewal Process. Worked on Custom Actions, Search Filter, Custom Scripts & plug-ins available with CPQ Package. Experience in Quoting life cycle.

Client Detail: Automation Software Provider Firm, based out of California| Duration 15 months: Salesforce CPQ SPOC developer, pro-actively working for Product and Pricing team. Analyze various pricing strategies and concepts of CRM for the client to provide a pilot solution. Leading delivery of critical routine tasks such as Migration activities, Daily Backup, peer review tracker. Used ANT tool & Change sets to migrate from Dev to QA/Prod. Perform multiple POC's to provide breakthrough for efficient product management. Built Quote Template and documentation and translated them in various languages. Created Reports and Dashboards. Expertise in APEX/Visualforce development. Contributed towards HLD and LLD phase & design documents preparation. Involved in migrating data into Salesforce application using Apex Data Loader. Worked at the client site with the customer and manager the project from end-to-end.

Education

2012-07 - 2016-06

Ajay Kumar Garg Engineering College, Uttar Pradesh Technical University, Ghaziabad

Bachelor of Technology, focused in Electronics & Instrumentation Engineering - Secured 78% aggregate.

Certificates

2017-Nov	Salesforce Certified Platform Developer - I (Credential - 17906147)
2018-Nov	Salesforce Certified CPQ Specialist (Credential - 19443513)
2018-Dec	Salesforce Certified Sharing and Visibility Designer (Credential - 19547397)
2019-April	Salesforce Certified Administrator (Credential - 20004795)
2019-July	Salesforce Certified Data Architecture and Management Designer (Credential - 20277489)
2019-Sept	Salesforce Certified Platform App Builder (Credential - 20487452)
2019-Sept	Salesforce Certified Application Architect (Credential - 11564)
2020-Feb	Salesforce Certified Development Lifecycle and Deployment Designer (Credential - 20942507)