

# JAY TAWDE

Salesforce CPQ Developer  
Mumbai, Maharashtra, India

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Seeking a position in Salesforce Steelbrick CPQ Domain as a CPQ Developer to implement solutions that meet the Business requirements utilizing variety of software and technical expertise with scope for career growth

## SUMMARY

- An astute and result oriented CPQ Developer with almost 2 years of experience in salesforce CPQ Development project for IT and Energy Services domain.
- An inquisitive learner, currently focusing on implementing and optimizing quotation process for smooth Quote-to-Cash flow.
- Extensively worked with Salesforce CPQ managed package, price rules, Configuring Products, Quote templates, template contents, Advanced Approvals for automating and easy for sales rep to create perfect quotation.
- Adept at working in high pressure environments with strict deadlines and multiple deliverables.
- In addition to experience in defect fixing and timing analysis of the same, worked on a variety of Cases which are now complete and in Production.

## SKILL SET

- Salesforce CPQ (formerly Steelbrick CPQ)
- COPADO Deployment tool
- Unix Scripting
- Visualforce
- Agile Methodology - Scrum

## CERTIFICATIONS

- Salesforce CPQ Specialist Nov - 2020
- Salesforce Certified Administrator Jun - 2020

## LANGUAGE SKILLS

- Fluent in English, Marathi, Hindi

## EDUCATION

- Bachelor of Engineering (Electronics) from K.J. Somaiya College of Engineering, University of Mumbai (2016)

## AVAILABILITY

- Within 3 months

## WORK EXPERIENCE

Application Development Senior Analyst, ACCENTURE, Mumbai, Maharashtra, India  
Present

May 2019 -

Client: Siemens-Energy

Responsibilities:

- Daily task involves requirement gathering, documenting, delivering Salesforce CPQ deliverables for Siemens-Energy.
- Rolled Out CPQ functionality for 70+ countries across globe for their SDO and SPG business unit.
- Creating and maintaining custom price waterfall model on top of generic pricing waterfall.
- Maintaining the advanced approvals for every country for which the CPQ functionality has been rolled out.
- Managing Quote templates for Siemens-Energy service lines (Repair, Field Service, Parts)
- Developing the modifying existing workflows and Process Builders to meet desired requirements.

- Ability to write complex SOQL, SOSL queries across multiple objects within the SFDC database.
  - Extensive Experience in SFDC Administrative tasks like creating profiles, users, Roles, permission sets, Email notifications and Templates, Outbound Messaging, Tasks, Events and Actions, Creating Flows, Process Builders.
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**Application Development Analyst, ACCENTURE, Pune, Maharashtra, India**

**Feb 2017 - May 2019**

**Client: Vodafone**

**Responsibilities:**

- Was part of Siebel Admin team where we maintain all the deployments from test orgs to PROD Orgs
- Extensively automated daily time-consuming repeated tasks with Unix Scripting.
- Deploying the No-repository packets in the application level.
- Health check-up for the components & monitoring the Siebel application.
- Implemented one-click deployment for PRODUCTION Org with Jenkins Devops Tool with CI/CD implementation

**Application Development Associate, ACCENTURE, Pune, Maharashtra, India**

**Sept 2016 - Jan 2017**

**Project: Volkswagen**

**Responsibilities:**

- Created Siebel Call center features and presenting demos to VW client for their fleet car management system.
  - Was part of the team that build and showcased about 3 concepts in a period of 4 months.
  - Contributed to Siebel System development team to build standardized templates for use cases.
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