

# CURRICULUM VITAE



**DHIRAJ ASHOK RAUT**

**CPQ Specialist and  
Salesforce Administrator**

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## Educational Qualification

1) **B.E (EE)**, Shri Ramdeobaba College Of Engineering & Management, Nagpur (2015),  
**Secured 91.8%.**

2) **Diploma (EE)**, Government Polytechnic, Nagpur (2011),  
**Secured 89.25%.**

3) **SSC**, Maharashtra State Board (2008),  
**Secured 88.46%.**

## Personal Details

**Date of Birth** :05/07/1993  
**Nationality** :Indian  
**Marital Status** :Unmarried  
**Languages Known** :English  
Marathi  
Hindi

## Residential Address

Legacy Liva, Tajane Wasti,  
Punawale, Pune-411033, MH, IN.

## Permanent Address

Shivshakti Nagar 2, Manewada,  
Ring Road, Nagpur-440034, MH,  
IN.

## Professional Summary

A diligent & adept **Salesforce CPQ Specialist & Administrator** with **5 years** of extensive expertise.

Proficient in **Configure, Price, Quote procedures**, encompassing product configuration, pricing models, discount structures, and advanced approvals.

Skilled in diverse **SFDC administrative tasks**, including data modeling, data migration, automation, Salesforce security, and crafting insightful reports and dashboards.

**SALESFORCE  
CERTIFIED**

CPQ Specialist

**SALESFORCE  
CERTIFIED**

Administrator

## Work Experience

### Salesforce Certified CPQ Specialist:

- Led the end-to-end implementation of Salesforce CPQ for diverse clients, resulting in streamlined sales processes, reduced quote-to-cash cycles, and increased quote accuracy.
- Gained hands-on experience with various CPQ objects, including Opportunity, Quote, Quote Line, Quote Line Group, Product, Bundles, Product Options, Order, Order Products, Contract, and Subscriptions.
- Demonstrated proficiency in handling different types of products, such as Bundle Products, Dynamic Bundles, MDQ Products, Subscription Products, Evergreen Products, Usage-Based Products, and Asset-Based Products.
- Acquired knowledge of different product object fields, including Hidden, Bundled, Component, Asset Management Behaviour, Asset Conversion, Configuration Type, Configuration Event, Subscription Type, Subscription Term, and Subscription Pricing.
- Developed an understanding of Bundle Product-related objects, such as Feature, Optional For, Option Constraint, Configuration Attribute, and Global Attribute.
- Created and maintained various Product Rules, such as Alert, Validation, Selection, and Filter (for Dynamic Bundles) Product Rules.
- Configured diverse Price Rules and Pricing types, encompassing List, Cost, Block, Percent of Total, Option Pricing Override, Cost Plus Markup Pricing, and Account-Based Contracted Pricing.
- Designed multiple discounting structures, including Option Discount, Volume-Based Discount Schedule, Additional Discount, Partner Discount, and Discount Tier.
- Proficient in utilizing Field Sets, Subscription Proration Precision, Summary Variable, and different Quote Line fields like Original Price, List Price, Special Price, Regular Price, Customer Price, Partner Price, and Net Price.
- Successfully created & managed contracts for various types of Quotes, such as Client HQ Quote, Renewal Quote, and Amendment Quote.
- Demonstrated expertise in CPQ Quote Document management, encompassing Quote Templates, Template Content, Template Sections, Localization, and Quote Terms.
- Developed customized Advanced Approvals based on client requirements, including enabling objects for Advanced Approval, creating Approval Rules, and setting up Approver and Approval Chain records.
- Collaborated effectively with cross-functional teams, including sales, marketing, product management, and Finance, to gather and define business requirements, translating them into configured CPQ solutions.
- Conducted comprehensive training sessions for sales teams, ensuring the successful adoption of CPQ tools and processes.

## **Salesforce Certified Administrator:**

- Developed and configured Salesforce.com applications based on client requirements.
- Hands on experience in Salesforce data modelling such as custom Objects and Tabs creation, designing Custom Fields, Formula fields, Field-Level Dependencies, Page layouts, Record types, Enhanced list view control & creating Validation Rules for enforcing users to enter the correct data before inserting or updating any record.
- Experienced in establishing relationships such as roll-up summary fields, lookup, and master-detail relationships.
- Having working knowledge of Hierarchical relationship, Standard relationships, One to One relationship, Many to Many relationships, Standard junction objects, Track field history feature, Lead conversion process and Schema Builder.
- Migrated the bulk records from databases to SFDC using Data Loader and performed various operations such as Insert, Update, Upsert, Mass deletes.
- Worked on Salesforce inspector, Workbench, & SOQL Queries, Data loader for Exporting records from Salesforce Org.
- Having working knowledge of Various Sandboxes, demonstration of performance & functional testing to client in UAT sandbox, End user training in sandbox, Code Deployment from Sandbox to Sandbox and Sandbox to Production using Change sets feature.
- Experience in Creation of various Email Templates, Approval process as per the client requirement.
- Automate certain Immediate & time dependent actions inside the organization such as Email Notification, Update the field, Creating task & reminders, Invoking Apex methods, Approval Process submission, Creating or Updating new records from Parent to Child Object or Child to Parent Object with the help of Process Builder, Lightning Flows & Workflow Rules.
- Expertise in Salesforce Data Security administrative tasks such as User management, creating User, Profiles, Role Hierarchy, Permission Sets.
- Having working knowledge of OWD options such as Private, Public Read Only, Public Read/Write and Public Read/Write/Transfer.
- Preventing user from login either by deactivate or freeze User, Creating Owner based & Criteria Based Sharing rules for automated sharing record to Public Groups or User, if OWD is private.
- Created Assignment Rules for Lead & Case Objects for automated transfer to Specific Queue as per the territory requirement, if OWD is Public Read/Write/Transfer.
- Having Working Knowledge of Lead & Case Auto Response Rule, Web to Lead, Web to Case, Grant access Using Hierarchies and Salesforce Security model.
- Creating custom report types and designed Dashboards for various objects in the org.
- Managed user onboarding and offboarding processes, including reassigning accounts and opportunities.
- Conducted training sessions for Business Information Systems (BIS) teams, promoting effective adoption of Reports & Dashboards.
- Assigned Reporting Champions from each department to ensure ongoing utilization.

## **CERTIFICATION**

- Salesforce Certified CPQ Specialist (March 2023) (Credential ID -3098993)
- Salesforce Certified Administrator (July 2021) (Credential ID - 22336459)

## WORK EXPERIENCE

<b>3<sup>rd</sup> Organization Name</b>	EXTENTIA INFORMATION TECHNOLOGY, PUNE CLIENT- IDeaS - A SAS COMPANY
<b>Designation</b>	SR. SOFTWARE PROFESSIONAL
<b>Duration</b>	21 Feb 2022 – 23 May 2023 <b>(1 Yrs,4 Months)</b>

<b>2<sup>nd</sup> Organization Name</b>	CLARION TECHNOLOGIES, PUNE CLIENT- McAfee ENTERPRISE
<b>Designation</b>	SALESFORCE ADMINISTRATOR
<b>Duration</b>	25 June 2018 – 18 Feb 2022 <b>(3 Yrs,8 Months)</b>

<b>1<sup>st</sup> Organization Name</b>	SUNFLAG IRON & STEEL CO. LTD , BHANDARA
<b>Designation</b>	GRADUATE ENGINEER TRAINEE (MRSS, Maintenance Department)
<b>Duration</b>	16 JUNE 2015 - 05 MARCH 2016 <b>(9 Months)</b>

## Key projects managed

@Clarion Technologies, Pune

**(1) McAfee Trellix Sales App Support**

**(2) FFTH (Food from the Heart)**

**(3) Singapore Heart Foundation**

**(4) Catholic Welfare Services**

**(5) Breast Cancer Foundation**

@Extentia Information Technology, Pune

## **(1) IDEaS Project HeartBit**

## **(2) IDEaS Agile Accelerator App Support**

### ***Key responsibilities included:***

- Responsible for ensuring timely delivery and executing sprints, releases, and hotfixes.
- Accountable for ensuring that work records are completed with accurate story points and bucket after each release.
- Responsible for maintaining the Case Count matrix displayed on the dashboard.
- Responsible for Product Configuration.
- Responsible for Pricing Strategy.
- Responsible for Quoting.
- Responsible for Training and Support.
- Responsible for Schema Design in Salesforce and Its Relationship.
- Responsible for setup of the application, standard objects and process.
- Responsible for Creation and changes into the different objects to create task and event.
- Responsible for Creation of Rollup –summary field for updating of Total Volunteer.
- Responsible for Security Implementation and Sharing Rules at Object Level, Field Level, and Record Level for different Users at different levels of Organization.
- Responsible for User Management - Profiles and Permission Sets; Maintaining security and data access – Role hierarchy.
- Responsible for Designing Workflow and Automation Process.
- Responsible for Creating custom objects, Custom Fields, Custom Formula Fields, Field Dependencies, Page Layouts, Validation Rules, Roles, Profiles, Email Notification, Page Layouts, Workflow Alerts and Actions.
- Responsible for data migration from databases to SFDC using Data Loader and Salesforce Inspector.

### **AWARDS & ACCOLADES**

- Received email appreciation on 7 occasions during a tenure of 1 year and 4 months for providing exemplary customer support for complex finance cases and CPQ implementations at IDEaS.
- Named Employee of the Year 3 times at Clarion Technologies.
- Received an academic achievement award for consistently being the third highest scorer every year during my Bachelor of Engineering.
- Earned a second-place award for academic achievement during my Diploma studies.
- Attained a third place award for academic achievement in SSC from my school.

### **UNIQUE SELLING PROPOSITION**

- Honest & Sincere, Disciplined & Punctual, Hard-Worker & Team Player.

### **HOBBIES & INTERESTS**

- Travelling, Cooking, Watching scientific fiction movies and Singing.