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| Professional Summary |

- ❖ **Certified Advanced Salesforce Developer with 4+ years Salesforce platform experience.**
- ❖ Having around **2+ Years** of experience in **Salesforce CPQ**
- ❖ Skilled with **Salesforce CPQ, Salesforce classic, Lightning, Apex.**
- ❖ Experienced working with various App exchange products or CPQ products **like Salesforce CPQ (formerly Steel Brick CPQ).**
- ❖ Familiar with Steel Brick CPQ for subscription, billing, invoicing and can take control of sales process from Quote to Cash. Generated Revenue recognition status automatically with Steel Brick CPQ.
- ❖ Good Knowledge & implementation of salesforce automations like **Workflows, Approval process, Process Builder, Flows** for satisfying complex business process.
- ❖ Experience & implementation knowledge on **Force.com Platform- Apex, Asynchronous Apex, Triggers, Trigger Events, Context Variables** for classifying the business requirements.
- ❖ Proficient knowledge of **Governor Limits** and using **Limit Class** for taking care of governor limits as per one apex transaction.
- ❖ Experience in using **Data Loader** for **insert, update and bulk import or export** of data from Standard and custom Objects and considering the changes before importing the data through data loader to the Production Environment.
- ❖ Experience of **Complete Software Development Lifecycle and Agile.**
- ❖ Having good Conceptual knowledge on **Object Oriented Principles.**
- ❖ A team player with strong work ethic, a positive attitude and ability to make the best use of individual resources.
- ❖ Committed to excellence, and a prudent developer with strong problem-solving, analytical skills and communication skills.

| Work Experience |

Company	Role	Time Period
Accrete Solutions	SFDC Developer	May 2020 – Oct 2020
Infosys Limited	Senior Associate Consultant	June 2016 – March 2020

| Technical Skill Set |

Primary Skill Set

Salesforce CPQ	Products, Bundling, Product Rules, Custom Actions and UI Customizations, Pricing Methods and Discounting, Price Rules and Lookup Objects
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Secondary Skill Set

Server-side	Apex, Asynchronous Apex
Front End	VisualForce, Aura, LWC(Basics)
Business Process	Workflows, Process Builder, Flows, Approval process, Validation Rules, Duplicate Rules.
Security Controls	Profiles, Permission Sets, OWD, Sharing rules, Audit Trails
Deployments	SFDX, Change sets, Force.com ANT Tool, Git, Bitbucket, Jenkins
Data Migration	Data Loader, Workbench
Other Miscellaneous	Reports and Dashboards, JIRA, SOQL, SOSL, Governor limits, Triggers, VS Code
Project Methodology	Agile-SCRUM

| Certification Details |

- Salesforce.com Certified Sales Cloud Consultant – **21428615**
- Salesforce.com Certified Advanced Administrator – **20208187**
- Salesforce.com Certified Platform Developer I - **19846668**
- Salesforce.com Certified Administrator - **19992690**

| Educational credentials |

- Bachelor of Technology in **Computer Science** from **JNTU, KAKINADA**.

| Professional Experience |

Project #1

Project Name : **Cdm4Salesforce**

May 2020 – till date

Company : Accrete Solutions

Role : SFDC CPQ Developer

Description:

This is a managed AppExchange Product which is related to sales operation for an organization. This product will calculate and maintain the incentives and rebates for the distributors, retailers and also contains different types of rebates programs which can be easily configured by the customer once the product is installed on the customer's org.

Responsibilities:

Involved in client meetings to get requirements and involved in the development of all modules.

Involved in installing the CPQ managed package in the org and post installation steps.

Used data loader for Import/Export all the types of Products, Pricebooks, Pricebook Entries in the org after the sandbox refresh.

Configured different types of product bundles and pricebook whether the incentives calculations involved in the package solution is working as per the business in the cart page.

Created product rules, discount calculations, Custom Actions, Page Layout configuration for specific objects.

Creating different types of quote templates as per the business requirement.

Performed Steel brick CPQ related configuration for product setup, approval matrices, approval rules, process builders and flows

Involving in creating sandboxes, refreshing and used sandbox template for importing the data for some objects in UAT & Pre Production Environment.

Used Force.com ANT tool & Change sets for deploying code changes from lower environment to higher environment.

Environments

Salesforce.com Platform, Data Loader, Git.

Project #2

Project Name : **Campaign Focus And Calendar Management**

Aug 2018 – Mar 2020

Company : Infosys Limited

Role : Salesforce CPQ Developer/Admin

Description:

This project is a B2B application for one of the leading sports brand in Germany. Through this project we configured market strategies and developed calendar interface according to the business requirement.

Responsibilities:

Involved in client meetings to get requirements and involved in the development of all modules.

Involved in installing the package and post installation steps.

Created several products, pricebook entries, discount calculations, Pricing Rules, Quote Document Generation, Contracts etc.,

Used Force.com data loader tools for performing Insert/ Export of the Products, PriceBook, Pricebook Entry Objects data record before and after the deployments.

Creating several lightning components for objects like Campaign, Overarching, Calendar, Calendar Visualization Objects.

Developed several apex classes & triggers for market publish mechanism.

Worked on Test Cases for maintaining the code coverage of the org.

Created several email templates for configuring the publish mechanism for each market space as per the business required.

Involved in creating the validation process for consistency of data which was captured by the campaign publish mechanism.

Involved in developing the DAB Integration-for the backup of created campaigns & campaign lead data to other environment.

Involved in creating profiles, permission sets, relationships, validation rules, formula fields, OTIF report type etc.

Involved in creating field dependencies for global and local priority levels for the respective seasons.

Creating different layouts for the market and configured for different profiles like Global, OPC & Local Markets profiles according to the business requirement.

Involved in preparing post deployment steps for the user stories and configured the same in the higher environment.

Environment Used:

Salesforce.com Platform, VS Code, Jenkins, Bitbucket, Git, JIRA

Project #3

Project Name: **AG Consumer Service**

Sep 2016 – Jul 2018

Client: Infosys Limited

Role: Salesforce Developer/Admin

Responsibilities:

Involved in client meetings to get requirements and involved in the development of all modules.

Worked with various Salesforce.com sObjects like Campaign, Accounts, lead, Contact and Opportunity.

Data migration from external systems to sales force using Data Loader.

Developed various Custom Objects, Tabs, Entity-Relationship data model, validation rules on the objects.

Defined lookup and master-detail relationships on the objects and created junction objects to establish connectivity between the Objects.

Managed users, hierarchical roles, profiles, security controls and territory management.

Created various Reports and Report Folders to assist managers to better utilize Salesforce as a sales tool and configured various Reports and for different user profiles.

Used Custom Settings, Remote Settings for Integrating with Third Party Platform as per the business requirement. Designed and Developed Apex Classes, Client-Side Controllers, Server-Side Controllers and Apex Triggers for various functional needs in the application.

Used SOQL & SOSL for data manipulation needs of the application using platform database objects.

Writing Test Classes and increasing existing test coverage.

Used the sandbox for testing and migrated the code to the deployment instance after testing.

Used change sets for deployment.

Environment Used: Salesforce, Change sets, JIRA.