# SHWETA KOLHE

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## SUMMARY

Result-oriented with a proven track record of optimizing project outcomes. Skilled in strategic project management and team leadership. Seeking a challenging executive role to leverage technical expertise and drive engineering excellence. Seasoned Salesforce Developer with total 3 years of relevant experience in Salesforce Development, Configuration, Salesforce CPQ, with 1 year of experience in Internship and 2+ year of experience in Bluvium Technology.

## WORK EXPERIENCE

**Salesforce RLM to B2B Commerce Cloud**                                    **Oct 2024 – Till Date**

- Salesforce Commerce Cloud setup within the RLM Org to showcase products on the commerce site.
- Configured pricing models for one-time purchases including subscription products, and standalone products.
- Enabled seamless order placement and integrated payment functionality directly through the portal.
- Ensured that orders placed on the commerce site were accurately tracked and managed within the Salesforce org.

**Salesforce Revenue Cloud Advance POC**                                    **Mar 2024 – Oct 2024**

- Led Salesforce RLM implementation with product configuration, pricing, order management, and renewals.
- Performed customization tasks Flows, Standard Approvals, Custom Objects, Validation Rules, Bundle Product.
- Worked on Tax Configuration on quotes and order object.
- Worked on Derive Pricing, Contract based Pricing
- Worked on Pricing Configuration such as Attribute Based pricing, Volume based pricing, Bundle based pricing, Tier based pricing.
- Worked on Contract Lifecycle Management (CLM)
- Developed B2B Experience Site/ Community site enabling customers to place orders, view history, and manage renewals

**Samba Nova s Omniva**                                                      **Jan 2024 – Mar 2024**

- Worked on the salesforce functionality and Apex Development and Integration.
- Majorly worked on Flows, Sharing Security, Profile, Reports and Dashboards

**CPQ Revenue Customization**                                               **Aug 2023 – Dec 2023**

- Worked on the Salesforce CPQ functionality and Apex Development as part of a 6-member team.
- CPQ Implementation project focuses on enhanced user experience using customization for amendment and renewals. We would also focus on end-to-end CPQ implementation which will include product setup, product pricing for multiple currency, Product rule, Price rule, QLE, Orders, Contracts, and installation of Approval process.

**Einstein Bot**                                                            **July 2023 –July2023**

- Worked on the Integration Einstein Bot with a Salesforce as a part of a 2-member team.

**Internal POC Project (Salesforce CPQ Implementation and Development)**                    **Mar 2023 – June 2023**

- Contribution towards gathering functional requirements and translating the same into technical implementation to build highly scalable product.
- Worked on multiple POCs to simulate general functionality of the project.
- Worked on Validation Rule, Flow, product and Bundle configuration, Multiple currency, Price Book, Product Rule, Price Rule, Advance Approval, Contract and Amendment.

## ADDITIONAL INFORMATION

- **Technical Skills:** •Salesforce (Sales Cloud) •Administration •Development •Apex trigger •SOQL Query •SOSL Query •Salesforce CPQ •CPQ Optimization •Product Rule •Pricing Rule •Summery Variable •Block Pricing •Discount Schedule •Guided Selling •Contract and Amendment • JIRA • CPQ Optimization • Business Requirements Gathering • Solution Design • Einstein Bot (Intermediate), Slack • Salesforce Revenue Cloud Advance (RLM) • Commerce Cloud • Experience Cloud/ Community Cloud .

- **Languages:** English, Hindi, Marathi

## CERTIFICATIONS

- Salesforce Certified CPQ Specialist
- Salesforce Certified Administrator
- Salesforce Certified Platform App Builder
- Salesforce Certified Associate

## PROFESSIONAL EXPERIENCE

- Currently Working with Bluvium, Pune as a Salesforce CPQ Developer since Dec 2022.
- Worked in Ceptra Info Tech Nagpur, India as a Salesforce Developer from Oct 2021 to Sep 2022.

## EDUCATION

                                                                      **Mar 2019 - May 2021**

**B.SC in Computer Science**
Nagpur University 2021, India

**HSC**
Maharashtra State Board, Nagpur                                        **2018**

**SSC**
Maharashtra State Board, Nagpur                                        **2016**

## OTHER INFORMATION

DOB: 22 May 2000
Gender: Female
Marital Status: Single