Mayur Gajghate

Development Analyst(Salesforce)

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OBJECTIVE

Salesforce Developer with 4+ years of experience in Sales Cloud and CPQ, skilled in LWC, Apex, and Flow Builder. Seeking opportunities to leverage CPQ expertise and Salesforce development skills to drive digital transformation.

TECHNICAL SKILLS

- **Languages**: Apex, JavaScript, SOQL, SOSL, HTML, CSS
- **Salesforce**: Sales Cloud, CPQ, Experience Cloud, LWC, Visualforce, Flow Builder, Process Builder
- **Integration**: REST API, SOAP API, Platform Events
- **Tools & Deployment**: VS Code, Git, SFDX CLI, Postman, Workbench, Change Sets
- **Reporting & Analytic`s**: Reports, Dashboards, Custom Report Types
- **Other**: Data Loader, Excel, JIRA, ServiceNow, MS Teams

PROFESSIONAL EXPERIENCE

Accenture Solutions Pvt. Ltd | Pune | Development Analyst| **(4+ Years)**

Roles and Responsibilities
2021 - Present

- Gathered and analyzed CRM requirements, translating them into **technical specifications and solution road-maps**.
- Developed scalable Salesforce apps using **LWC, Apex, Visual-force, and SOQL**.
- Configured **Salesforce CPQ** with product bundles, price rules, discount schedules, and approval workflows to optimize **quote-to-cash**.
- Automated business processes with **Flows, Process Builder, Workflow & Validation Rules**, enhancing efficiency and accuracy.
- Managed deployments and version control using **SFDX CLI, Git, VS Code, and Change Sets**.
- Customized **Sales Cloud modules** including Leads, Opportunities, Campaigns, Forecasting, and Dashboards.
- Ensured quality through **Apex test classes, UAT support, and post-deployment validation**.
- Delivered business-aligned solutions via **client collaboration**, demos, and Agile ceremonies (Scrum/JIRA).

PROJECTS IN ORGANIZATION

1. **COX Automotive(USA)**

   - Implemented **end-to-end Salesforce CPQ & Sales Cloud solutions** by configuring product bundles, price rules, and quote templates. Automated workflows with **Flow Builder & Process Builder**, improving **quote accuracy and quote-to-cash cycle efficiency**.

2. **Roche Dia**

   - Led **Salesforce administration & configuration** including user management, profiles, and security controls. Implemented **custom objects, validation rules, and reports/dashboards**, ensuring **compliance, scalability, and operational efficiency**.

3. **Sky Italy.**

   - Managed **Salesforce application support & data integrity** by resolving tickets, performing CRM data updates, and supporting **NPS dashboards**. Improved **system stability, incident resolution, and customer experience tracking**.

4. **Sky Germany.**

   - Developed **custom Salesforce solutions** using **Apex, LWC, and Visual-force** to enhance CRM functionality. Built **record-triggered flows and batch jobs**, optimized performance, and ensured **scalable, high-quality releases** in an **Agile environment**.

EDUCATION

BE - COMPUTER SCIENCE & ENGINEERING   2021

N.B.N Sinhgad College of Engineering, Solapur

8.64 CGPA

DIPLOMA - COMPUTER ENGINEERING   2018

MSBTE, MUMBAI

72.64

CERTIFICATION

- **SALESFORCE ADMIN**

  Salesforce

- **SALESFORCE APP BUILDER**

  Salesforce

- **SALESFORCE PLATFORM DEVELOPER -1**

  Salesforce

- **IJIERE PAPER PRESENTATION**

  Published a paper in IJIERE on Android Application on Object Recognition.

- **IJERA PAPER PRESENTATION**

  Published a paper in IJERA on Research on Covid-19.

LANGUAGES

- English (Professional Working Proficiency)

- Hindi (Native Proficiency)

- Marathi (Native Proficiency)