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**Pankaj Gupta**

Salesforce CPQ Developer

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| **Summary** | Have more than 9 years of experience in the IT industry. A technically solid resource. A hands-on resource – have an excellent flair for software coding, designing and development. Excellent Analytical and Inter-personal skills. Excellent team player. Excellent Communication skills. Have useful experience directly interacting with business clients.  2 year experience as Salesforce CPQ Developement and it’s configration.  Expertise in diversified Sales domain like Configure-Price-Quote, Contract Management, Revenue Management & Billing.  Overall 7 years of work exprience as a salesforce certified developer,including Salesforce CPQ in implementing out of box solution and customization of the same.  Feb 2021 to present as Senior application developer in Fujitsu, Pune |

**Technical Skills**

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| Languages / Frameworks | Apex, Lightning Component, Aura framework, Salesforce CPQ |
| Operating Systems | Windows ( Windows10) ,Unix, Linux |
| IDEs | Force.com, Visual Studio |
| Scripting Languages | Java Script |
| Domain Knowledge | Banking & Financial Services, Manufacturing |
| Tools | Aura Component Framework, Lightening App Builder, Salesforce Apttus Manage package, lighning Web component |

**Skill Set**

* Having good knowledge on implementing and customizing **Salesforce CPQ**
* Supported the project's end to end implementation.
* Having good experience on quote creation process i.**e Creating an Account, Contact, Opportunity and Quote**
* Hands on experience on various pricing factors **like Pricing Methods, Manual Discounting**, **Create a Discount Schedule,** **Contracted Pricing , Subscription Pricing, Multi-Dimensional Quoting.**
* Created **Price Rules , Price Rules using look up queries**
* Involved in end to end QA and UAT testing and validation of CPQ including Products, Pricing, quoting etc.
* Good knowledge on **Contract and renewals opportunity**, **contact amendment** , **renewal Quote**
* Configured the complete **Product Bundle Settings**, **Create Feature for a bundle** , **create Product** **Option for bundle** **, Option Contraints for Bundle** , create Configration Attributes for a bundle
* Extensive experience **Quote Template Basic, Custom Quote Template**
* Good knowledge on rule management **Product Rule , Selection of Product rules using look up** **queries, validation Product rules, create Product rule and Confuration attributes**
* Extensive experience on **Advance Approval process**
* Strong Implementation Experience on **Sales force Lightning Component** and **SLDS** as well.
* Extensively worked on Dev Ops tools like **JIRA, Bit bucket and continuous integration/continuous deployment.**
* Experience in development, administration, configuration, Implementation, and Support of **sales force CRM**, and **Sales force applications** based on Apex Language and leveraging Force.com.
* Extensive experience using **Sales force Administration**
* Good knowledge on **REST** **API and it’s implementation, Handling JSON objects and parsing data** to right format.
* Strong Implementation Experience using **Triggers, Batch Apex, Schedulable Apex, Apex classes, Test classes** and **Lightning app builder**.
* Experienced in Integration of Salesforce.com with External Applications by using **SOAP**, and **REST**.
* Having good experience on **Lightning web component** and **Aura Component**.
* Worked with various development methodologies including Agile.
* Good Debugging skills and attitude that resolves issues and defects

**Work Experience**

**Feb 2021 – Present | Fujitsu , Pune**

**Client:** Moodys Analytics  
**Language / Framework:** Force.com,Apex , Apptus CPQ, Aura Framework  
**Roles**/ Responsibilities:

* Supported the project's end to end implementation.
* Hands on experience on various pricing factors like Pricing Methods, Manual Discounting, Create a Discount Schedule, Contracted Pricing , Subscription Pricing, Multi-Dimensional Quoting.
* Good knowledge on rule management Product Rule , Selection of Product rules using look up queries, validation Product rules, create Product rule and Confuration attributes
* Configured Implementation Experience using Triggers, Batch Apex, Schedulable Apex, Apex classes, Test classes and Lightning app builder
* REST API and it’s implementation, Handling JSON objects and parsing data to right format

Moody's Analytics is a subsidiary of Moody's Corporation established in 2007 to focus on non-rating activities,separate from Moody's Investors Service. It provides economic research regarding risk, performance and financial modeling,as well as consulting, training and software services. Moody's Analytics is composed of divisions such as Moody's KMV, Moody's Economy.com, Moody's Wall Street Analytics, the Institute of Risk Standards and Qualifications,and Canadian Securities Institute Global Education Inc.

**The Project:**

**Sept 2020 – Feb 2021 | SilverlineCRM, Bengaluru**

**Client:** Abbott Laboratories  
**Language / Framework:** Force.com,Apex   
**Roles/ Responsibilities:** Worked on Configuration/Customization extensively   
 Worked on JIRA tickets for development task   
 Involved on deployment and version management task using CI/CD   
 Attending daily stand-up calls and weekly design review calls

Abbott Laboratories is an [American](https://en.wikipedia.org/wiki/United_States) multinational medical devices and [health care](https://en.wikipedia.org/wiki/Health_care) company with headquarters in Abbott Park, [Illinois](https://en.wikipedia.org/wiki/Illinois), United States. The company was founded by Chicago [physician](https://en.wikipedia.org/wiki/Physician) Wallace Calvin Abbott in 1888 to formulate known drugs today, it sells medical devices, diagnostics, branded generic medicines and nutritional products.

**The Project:**

**April 2020 – Sept 2020 | Accenture, Pune**   
**Language / Framework:** Force.com, Lightning Component, Apex and Aura Framework

**Dec 2016 – April 2020 | Infosys, Pune**

**Client:** FedEx TNT  
**Language / Framework:** Force.com, Lightning Component, Apex and Aura Framework  
**Roles/ Responsibilities:**

Design and Implementation Requirement Analysis  
Setting up Salesforce.com Application activities and customized the apps to match the functional needs of the organization  
Involved in the Development activities as per the requirements using Force.com  
Attending daily stand-up calls and weekly design review calls

**The Project:**

TNT Express is an international [courier](https://en.wikipedia.org/wiki/Courier) delivery services company with headquarters in [Hoofddorp](https://en.wikipedia.org/wiki/Hoofddorp),[Netherlands](https://en.wikipedia.org/wiki/Netherlands). The firm has fully owned operations in 61countries and delivers documents, parcels and pieces of freight to over 200 countries. My responsibilities are to enhance the existing functionality as well as develop new functionality for TNT.

**Sep 2013 – Nov 2016 | Yash Technologies, Hyderabad**

**Client:** Stanley Black and Decker  
**Language / Framework:** SAP GUI  
**Module:** Business Warehouse   
**Roles/ Responsibilities:**

Generating BI Support and Performance Metrics Reports monthly which gives information on Daily, Weekly and Monthly Trend Analysis of Process Chains Requirement Analysis  
 Need to Work on CR(Change request ) and Enhancement of existing BW model based on client requirement

**The Project:**

Stanley Black & Decker is a world-leading provider of tools and storage, commercial electronic security and engineered fastening systems, with unique growth platforms and a track record of sustained profitable growth.

**Educational Details**

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| Start – End | Name | Institute | Degree | Country |
| 2008 - 2012 | B.E | Indore institute of science and technology | Bachelor of Engineering | India |

**Certification**

* **Salesforce Platform developer 1 , March 2022**
* **Salesforce Platform developer 2 , March 2022**

**Personal Details**

Name: Pankaj Gupta

Date of Birth: 05 Sept 1989

Nationality: Indian

Linguistic Ability: English, Hindi

Marital Status: Single

**Declaration**

I hereby inform that all the information provided is correct to the best of my knowledge.

Pankaj Gupta   
Pune, India