

# Ashwin Bhawsar

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Highly passionate and experienced Salesforce Developer with a strong record of client satisfaction. My expertise includes Salesforce configuration, Salesforce automations & flows, Apex development, Lightning components, and seamless integrations with external systems. I specialize in end-to-end CPQ implementations, including product configuration, pricing, quoting, contract management, and order management.

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## Experience

OCT 2023 – PRESENT

### Senior Salesforce Developer / Workday Inc

- Strong experience in **Conga/Apttus CPQ** (configure/price/quote) implementations of SFDC based quote-to-cash suite of products.
- Worked on high level of customizations on Salesforce Platform to meet business expectations and requirements
- Having good exposure to Security and Sharing Rules, Profiles, and Permission Sets.
- Hands-on experience in configuring (Flows, Validation rules, Approval Process, Custom Settings, Custom Metadata, Custom Objects and Fields, Page layouts).
- Worked on tools like Jira, GitHub Cloud, Opsera etc.
- Hands-on experience on Heroku for CPQ custom pricing.
- Experience working in Teams on Agile Environment involving in Daily Scrum Methodology, Requirements Gathering, and Planning Sessions.

JUNE 2020 – OCT 2023

### Salesforce Developer / Metacube Soft Pvt Ltd

- Strong experience in **Salesforce CPQ** and **Conga/Apttus CPQ** (configure/price/quote) implementations of SFDC based quote-to-cash suite of products.
  - Strong experience in Customization and Configuration of SFDC including Apex Classes, Apex Triggers, and Batch Apex etc. based on different business requirements.
  - Worked on writing Aura Lightning Components and Lightning Web Components (LWC) for Salesforce Platform.
  - Having good exposure to Security and Sharing Rules, Profiles, and Permission Sets.
  - Hands-on experience in configuring (Flows, Validation rules, Approval Process, Custom Settings, Custom Metadata, Custom Objects and Fields, Page layouts, Reports, and Dashboards).
  - Good exposure to Data migration through Data Loader, Workbench, ANT, and GitHub.
  - Worked on tools like Jira, Bitbucket, SourceTree, Gearset etc.
  - Experience working in Teams on Agile Environment involving in Daily Scrum Methodology, Requirements Gathering, and Planning Sessions.
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## Skills

- Conga/Apttus CPQ
  - Salesforce CPQ
  - Contract Lifecycle Management (CLM)
  - Apex Programming
  - JavaScript
  - LWC
  - SOQL and SOSL
  - SFDC Development
  - SFDC Automation
  - Agile Methodologies (Jira)
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## Education

2016 – 2020

**B.Tech(CSE)/ Govt. Engineering College, Ajmer**

Grade: Honours (Computer Science Engineering)

2015 – 2016

**Sr. Secondary / C.B.S.E**

Percentage: 84.18 (PCM with Computer Science)

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## Projects

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- 1. Workday CPQ** – Workday Inc. is a Fortune 500 company and a prominent provider of enterprise cloud-based applications specializing in human capital management (HCM), financial management and analytics

### **\*Roles/Responsibilities**

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- Implementation of Conga/Apttus CPQ (configure/price/quote) for products/SKUs configuration, category/catalogue, attributes, pricing etc.
  - Custom implementation on Conga CPQ cart to support complex business requirements like packaging, group selling etc.
  - Custom pricing implementation on Heroku side to support complex pricing logic requirements.
  - Innovations like NOL (New Offer Launch) Automation to deploy and configure new products/SKUs at the earliest.
  - Developed Lightning Components to enhance user experience.
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**2. IQVIA CPQ(Metacube) – IQVIA** earlier IMS Health, merged with Quintiles in 2016), American MNC serving the combined industries of health information technologies and clinical research

**\*Roles/Responsibilities**

- Implementation of Conga/Apttus CPQ (configure/price/quote) for multiple BU's (Business Units) including Product Configuration, Product Attributes, Attribute Matrices, Product Rules, Price Matrices and Dimensions, Pricing and Validation Callbacks, Document Generation etc.
- Template creation for document generation for business (Proposal/Proposal Line Items).
- Worked on Order Management system for creation of Billing/Revenue schedules.
- Along with Conga/Apttus CPQ standard features, we implemented custom features for business like custom Quote to Opportunity Synchronization, Lightning components (LWC) for admin features, custom multi-level approval process etc.

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**3. Riveron CPQ(Metacube) - Riveron** is a business advisory firm that partners with investors and CFOs to elevate performance and expand possibilities across the transaction and business lifecycle

**\*Roles/Responsibilities**

- Migration of complete Salesforce CPQ process (due to de-merger of two businesses) like Products, Price Books, Discount Schedules, Discount Tiers, Quote Template, Quote Documents, Order, Order Products, Assets, and Subscriptions etc.

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## **Certificates and Achievements**

- Conga CPQ 201 Certified
  - Salesforce CPQ Specialist
  - Salesforce Certified Platform Developer II
  - Salesforce JavaScript Developer I
  - Salesforce Certified Platform Developer I
  - Salesforce App Builder
  - Salesforce Certified Administrator
  - Salesforce Associate
  - Salesforce AI Associate
  - Five Star Trailhead Ranger
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