**RANADHEER REDDY GARLAPATI**

![Platform Developer 1 (PDI) Certification Guide &amp; Tips [Updated 2021] |  Salesforce Ben]()   

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***PROFESSIONAL SUMMARY***

Experienced IT Professional with 9 years of experience focused on Salesforce development. Demonstrated proficiency in declarative development, Apex coding, Visualforce, Lightning, Lightning Web Components and Salesforce integrations. Certified Salesforce Platform Developer with expertise in Lightning components, Lightning Locker services, and Salesforce DX. Skilled in overseeing complex projects, including configuration and classic-to-lightning migration. Seeking a challenging role in Cloud Computing and Salesforce Development, leveraging in-depth expertise in SOQL, SOSL, Salesforce APIs, and Apex Triggers. Proficient in Salesforce.

* Proficient in Salesforce Administration, focusing on customization, including Profiles, Permission Sets, Roles, Organization-Wide Defaults, and Sharing rules.
* Designed various entities, such as Custom Objects, Junction Objects, Record Types, Lookup Relationships, Master-Detail Relationships, and Custom Reports based on project requirements.
* Administration, focusing on customization, including Profiles, Permission Sets, Roles, Organization-Wide Defaults, and Sharing rules.
* Developed bespoke applications and solutions on the SFDC Force.com Platform, utilizing technologies like Apex, Visual Force, Force.com IDE, SOQL, and SOSL.
* Hands-on expertise in Apex Language, covering Apex Trigger, Apex Class, Apex Test Methods, Apex Web Service, Visual Force Pages, and Visualforce Components & Controllers.
* Implemented advanced Salesforce functionalities, including Pick List management, Custom/Cross-Object Formula Fields, Validation Rules, Workflows, and Approval Processes for automated notifications.
* Successfully implemented Salesforce Lightning Web Components (LWC) for targeted user groups, I navigated both Aura and LWC frameworks.
* Contributed to the development of a Service Console Lightning application featuring multiple Lightning web components (LWC).
* Experience working with Integrations REST API, SOAP API & Metadata API.
* Led the migration of existing Aura Components and Visualforce pages to Lightning web components (LWC) for optimized application performance.
* Developed and integrated SOAP and REST APIs to facilitate seamless data communication between Salesforce eco-system and external systems.
* Utilized MuleSoft for effective integration solutions, I ensured smooth communication between Salesforce infrastructure and diverse applications.
* Designed comprehensive Test classes to meet stringent code coverage requirements, I orchestrated deployments using Change sets, Visual Studio Code, and Salesforce CLI.
* Utilized Copado for streamlined Salesforce deployment processes, including features like back promotion for optimal release management.
* Implemented automation tools within Salesforce to optimize tasks such as lead management, client follow-ups, and report generation.
* Employed Data Management tools such as Data Loader, Relational Databases, Workbench, and Release Management tools for seamless migration and deployment. I strategically designed custom objects, fields, role-based page layouts, tabs, reports, Visualforce Pages, and Dashboards.
* Managed data integration from multiple financial systems, ensuring accurate and real-time reporting for decision-making.
* Experience working in Agile Methodology, JIRA for Project Requirements/Issues tracking, and Confluence for Project Documentation.
* Designed and implemented MuleSoft-based integrations with Salesforce to synchronize data across various systems, improving business workflows and data consistency.
* Built and managed RESTful APIs using MuleSoft to expose Salesforce data, enabling smooth communication between Salesforce and other enterprise systems.
* Automated data migration from legacy systems to Salesforce CRM using MuleSoft’s DataWeave and batch processing capabilities, improving data integrity and reducing manual intervention.
* Integrated MuleSoft with Salesforce to trigger workflows, send notifications, and manage case escalations, resulting in improved customer service management.
* Actively participating in sprint planning, daily stand-ups, sprint reviews, and retrospectives, I implemented Agile methodologies to enhance collaboration and responsiveness.
* Effectively used Conga Mail Merge, Composer, and Conductor for document generation and seamless integration with DocuSign, I employed CI/CD processes, deploying code with force.com migration tools (Force.com IDE, Eclipse, ANT, VS Code, Copado, AutoRABIT, Jenkins), playing a pivotal role in the design and implementation of Continuous Integration and Continuous Deployment processes.
* Spearheaded data access control strategies, I employed Field-Level Security, Organization Wide Defaults, Profiles, Queues, Role Hierarchy, and Sharing Rules.
* Experience working with MuleSoft Integration & PostgreSQL.
* Collaborated effectively with client-side developers and business analysts throughout the development and configuration process, I possessed excellent communication and interpersonal skills, with a proven ability to excel in both large and small team environments.

***TECHNICAL SKILLS***

* **Languages/Scripts:** APEX, Visual Force, Lightning Components Controls, SOQL, SOSL, Java, J2EE, VB Script, JavaScript (ES6+), jQuery, HTML5, XML, CSS3.
* **Salesforce Technologies:** Apex Language, Apex Trigger, Apex Scheduler, Batch Apex, Apex Class & Apex Web Service, Visualforce (Page, Controllers), Lightning Web Components (LWC), Aura Components, Salesforce DX, Platform Events, Change Data Capture, Asynchronous Apex, Streaming API.
* **Web Servers:** Tomcat 4.x/5.x, IBM HTTP Server, Apache Web Server.
* **Application Servers:** IBM WebSphere Application Server 4.x/5.x, Heroku, Salesforce Lightning Platform.
* **RDBMS:** Oracle, Microsoft SQL Server (T-SQL), MS Access, IBM DB2.
* **Operating Systems:** Windows NT, 2000, XP, Linux.
* **Reporting Tools:** SAP Business Object Dashboard, Crystal Report, Web Intelligence, Tableau, PowerBI.
* **Database Tools:** MS SQL Server Management Studio, Oracle SQL Developer, Ingres Workbench, MySQL Workbench.
* **Force.com Tools:** Apex Data loader, Force.com Apex Explorer, AJAX toolkit, Force.com Migration Tool, Force.com Excel connector, Apttus CPQ, Salesforce Connect, RESTful API integration, Bulk API.
* **IDE:** Eclipse, Force.com Eclipse IDE plug-in, Mavens Mate with Sublime Text, Visual Studio Code with Salesforce Extensions.
* **Methodologies:** Agile (Scrum, Kanban), Waterfall, DevOps, Continuous Integration/Continuous Deployment (CI/CD).
* **Version Control:** Git, Bitbucket, Salesforce CLI with version control support.
* **Authentication and Authorization:** OAuth 2.0, Single Sign-On (SSO), Multi-Factor Authentication (MFA).
* **Advanced Salesforce Concepts:** Salesforce Lightning Design System (SLDS), Platform Cache, Custom Metadata Types, Lightning App Builder, Dynamic Apex, Governor Limits optimization.
* **Integration Technologies**: RESTful Web Services, SOAP, Middleware (MuleSoft, Dell Boomi), Heroku Connect, External Services.
* **Infrastructure as Code (IaC):** Salesforce DX, Salesforce CLI, Metadata API, Salesforce Scratch Orgs, Salesforce CLI Plugins.
* **Collaboration and Communication:** Slack Integration, Microsoft Teams, Chatter API.
* **Advanced Frontend Technologies:** Lightning Web Components (LWC), Progressive Web Apps (PWA), Lightning App Builder.
* **Architectural Patterns:** Microservices Architecture, Event-Driven Architecture, Domain-Driven Design (DDD), Salesforce Governor Limits and Bulk Patterns, Scalability and Performance Optimization.

***CERTIFICATIONS***

* **Salesforce Certified Administrator**
* **Salesforce Certified Platform Developer-1**
* **Salesforce Certified Platform Developer-2**
* **Salesforce Certified Sales Cloud Consultant**
* **Salesforce Certified Service Cloud Consultant**

***EDUCATION***

* Bachelor’s from JNTU-Hyderabad University, 2016.

***PROFESSIONAL EXPERIENCE***

**Client: AT&T, Plano, TX Dec’23 to till now.**

**Role: Senior Salesforce Developer**

**Responsibilities:**

* Performed detailed analysis of business and technical requirements and designed the solution by customizing various standard objects of Salesforce.com (SFDC) and other platform-based technologies like Visualforce, force.com API, and web service.
* Engaged in the creation of Salesforce Lightning applications, utilizing Lightning Web Components, Controllers, and Events, and incorporating custom CSS in the components.
* Developed the Lightning Component Framework and constructed Lightning web components using the aura framework.
* Constructed reusable UI/UX components within the Lightning Web Component framework.
* Created multiple Lightning web components (LWC) for the service case console page.
* Utilized Force.com Apex Classes, Apex triggers, Visualforce, and Force.com API for development, incorporating custom lightning web components (Aura and LWC).
* Developed Lightning web components (LWC) and applications, integrating Lightning Design system, Lightning App Builder, and Lightning Component features.
* Integrated Financial Services Cloud with third-party financial applications, improving data accuracy and operational efficiency.
* Managed Git version control and integrated it with Copado for seamless source control, version tracking, and deployment of metadata across Salesforce orgs.
* Automated Salesforce metadata deployments using Copado to reduce manual errors and improve deployment consistency.
* Worked closely with Salesforce development teams to improve collaboration and ensure smooth integration between Copado and other tools such as Jira, Slack, and Bitbucket.
* Designed and implemented Email Templates and Mail Merge Templates, facilitating mail merges for various standard and custom objects within the Lightning experience.
* Implemented Salesforce Lightning web components (LWC) for a specific set of users, designing Lightning components and server-side controllers to meet business requirements.
* Designed and implemented Lightning Components, incorporating CSS and Design Parameters to enhance the appearance and user experience of Lightning components (LWC).
* Employed advanced JavaScript and HTML elements for the development of Lightning Web Components.
* Experience in implementing Lightning components, Visualforce pages, Web Services, Components, Tabs, Custom Objects, Reports, Analytic Snapshots, and Dashboards to achieve complex business functionalities.
* Leveraged Field Service Lightning (FSL) to integrate customers, connected devices, agents, dispatchers, and employees in the service field.
* Created and maintained connected apps in Salesforce, configuring OAuth settings (client ID, client secret, redirect URIs) to enable secure and scalable integrations with external platforms.
* Configured OAuth scopes and permissions to control access to Salesforce data and APIs for third-party applications, ensuring compliance with security policies and least-privilege access principles.
* Implemented Sales Cloud solutions to streamline sales processes and enhance sales team efficiency.
* Customized and configured Sales Cloud to align with specific business requirements, covering lead management, opportunity tracking, and sales forecasting.
* Worked on Service Cloud solutions to optimize customer service processes and improve the overall support experience.
* Developed and designed Service Cloud to meet specific business needs, encompassing case management, knowledge base, and service level agreements (SLAs).
* Implemented Apex Triggers on Account, Contact, and Opportunity objects to automate business processes.
* Created helper classes to support Apex Triggers.

**Environment:** Lightning Web Components, Aura framework, Apex Classes, Apex Triggers, Visualforce, Force.com API, CSS, JavaScript, HTML, Field Service Lightning (FSL), Financial Service Cloud, Sales Cloud, Service Cloud, Apex Triggers, SOQL, SOSL, Governor Limitations, Email Templates, Mail Merge Templates, Sandbox Environment, Lightning App Builder, Lightning Design System, Version Control, API Services, Agile, Scrum, Copado, Cross-functional Collaboration.

**Client: Wendys, Dublin, OH Jan’23 to Nov’23.**

**Role: Senior Salesforce Developer**

**Responsibilities:**

* Developed several Apex Classes, Triggers, and Visual Force pages.
* Analyzed complex user requirements, procedures, and problems to improve existing System design.
* Designed developed customer solutions in Visual Force, Apex, Lightning, D/HTML, CSS, JavaScript, created and managed complex workflow rules, data validation, system triggers.
* Defined scalable deployment strategies using Salesforce DX and Git-based version control.
* Customize Salesforce.com fields, page layouts, record types, searching, list views, queues, reports, dashboards.
* Designed custom applications using Visualforce.com and Force.com.
* Trained and mentored junior developers on Salesforce Commerce Cloud best practices, ensuring the adoption of industry standards and driving quality in B2B e-commerce deployments.
* Reengineered current CRM SFDC system to use standard core SFDC functionalities.
* Designed workflows for email alerts, lead escalation, automated lead routing, task creation.
* Developed end to end application components involving business layer, persistence layer, database and web services layer.
* Developed Bulk API and Streaming API solutions for large-scale data migrations and event-driven integrations.
* Automated complex workflows and approval processes using Salesforce Flows and Process Builder, reducing manual efforts by 40%.
* Implemented Salesforce Shield security best practices, including Field-Level Encryption and Event Monitoring, to enhance data security and compliance.
* Integrated third-party payment processing and CRM systems into Salesforce to streamline operations and improve efficiency.
* Applied Salesforce best practices for development, utilizing PMD and SonarQube for static code analysis to maintain code quality and security.
* Built reusable Lightning Components leveraging advanced frameworks, including Chatter API.
* Created many app pages, home pages integrating custom components for salesforce lightning and salesforce1 mobile app.
* Developed Salesforce.com custom application using Apex, Visual force and AppExchange.
* Created Lightning Components and server-side controllers to meet business requirements.
* Experienced in migrating standard and custom objects in standard experience to lightning experience.
* Upgraded Apps from Salesforce Classic to Lightning experience to develop rich user interface and better interaction of pages.
* Involved in writing application-level code to interact with Restful Web APIs, Web Services using AJAX, JSON, XML, jQuery.
* Worked with Lightning Design System (LDS) to enhance UI/UX for end users.
* Implemented choice, global, custom exception handling mechanisms based on the business requirement in Mule ESB.
* Extensively used Mule Debugger to debug the XML Flows and wrote Munit Test Cases using features like mocking, verify call, and assert conditions based different sets of data.
* Used SOQL and SOSL statements within Governor Limits for data manipulation needs of application using platform database objects.
* Automated business processes using out-of-box tools and services of Lightning Experience.
* Enabled Aura Framework, by adding Aura Attributes and Aura Handlers for Events to focus on logic Interactions in Lightning Applications.
* Automated Salesforce deployments using Gearset & Azure DevOps pipelines, reducing manual deployment efforts by 40% and minimizing production downtime.
* Developed API-based integrations with Salesforce for secure and efficient data synchronization between Salesforce CRM and third-party restaurant management systems.
* Implemented Salesforce DX for source-driven development, ensuring version-controlled deployment strategies and reducing configuration drift across multiple environments.
* Managed multi-release deployments and rollback mechanisms, enabling Wendy’s IT teams to maintain high availability and seamless user experiences.
* Configured security controls and permission sets for automated deployments, ensuring compliance with industry security standards.
* Experience in implementing MVC patterns in salesforce.com customizations.
* Used various sandboxes like DEV, STAGE, UAT for development.
* Involved in developing salesforce Lightning applications using Lightning Components, Controllers and Events used custom CSS in components.
* Installed salesforce Lightning inspector for chrome browser as extension for debugging JavaScript code.
* Worked on various Custom Objects, Relationships, Tabs, Lightning apps, Salesforce1, Validation rules, Page layouts, Search layouts, Compact Layouts to organize fields in Classic and Salesforce1, Custom Links/Buttons and Related Lists.
* Created page layouts, search layouts to organize fields, custom links, related lists and other components on record detail edit pages.
* Created workflow rules defined related tasks, time triggered tasks, email alerts, filed updates to implement business logic.
* I interacted with Salesforce.com premium tech support team on a regular basis.

**Environment:** Salesforce Unlimited Edition, Azure DevOps Pipelines, Gearset, Release Management, Automated Testing, Sales Cloud, Salesforce Communities, Apex, Visual Force (Pages, Component & Controllers), Salesforce (SFDC), Web Service, XSL, jQuery, JavaScript. Lightning, jQuery, JSON, HTML5, CSS3, JS, Workflow & Approvals, Reports, Custom Objects, WSDL, Custom Tabs, Eclipse/Force.com IDE, DocuSign.

**Client: Capital One, SFO Feb’22 – Dec’22**

**Role: Salesforce Developer**

**Responsibilities:**

* Engaged in the creation of Salesforce Lightning applications, utilizing Lightning Web Components, Controllers, and Events, and incorporating custom CSS in the components.
* Developed the Lightning Component Framework and constructed Lightning web components using the aura framework.
* Constructed reusable UI/UX components within the Lightning Web Component framework.
* Created multiple Lightning web components (LWC) for the service case console page.
* Utilized Force.com Apex Classes, Apex triggers, Visualforce, and Force.com API for development, incorporating custom lightning web components (Aura and LWC).
* Developed Lightning web components (LWC) and applications, integrating Lightning Design system, Lightning App Builder, and Lightning Component features.
* Integrated Financial Services Cloud with third-party financial applications, improving data accuracy and operational efficiency.
* Managed Git version control and integrated it with Copado for seamless source control, version tracking, and deployment of metadata across Salesforce orgs.
* Automated Salesforce metadata deployments using Copado to reduce manual errors and improve deployment consistency.
* Worked closely with Salesforce development teams to improve collaboration and ensure smooth integration between Copado and other tools such as Jira, Slack, and Bitbucket.
* Designed and implemented Email Templates and Mail Merge Templates, facilitating mail merges for various standard and custom objects within the Lightning experience.
* Implemented Salesforce Lightning web components (LWC) for a specific set of users, designing Lightning components and server-side controllers to meet business requirements.
* Designed and implemented Lightning Components, incorporating CSS and Design Parameters to enhance the appearance and user experience of Lightning components (LWC).
* Employed advanced JavaScript and HTML elements for the development of Lightning Web Components.
* Experience in implementing Lightning components, Visualforce pages, Web Services, Components, Tabs, Custom Objects, Reports, Analytic Snapshots, and Dashboards to achieve complex business functionalities.
* Leveraged Field Service Lightning (FSL) to integrate customers, connected devices, agents, dispatchers, and employees in the service field.
* Created and maintained connected apps in Salesforce, configuring OAuth settings (client ID, client secret, redirect URIs) to enable secure and scalable integrations with external platforms.
* Configured OAuth scopes and permissions to control access to Salesforce data and APIs for third-party applications, ensuring compliance with security policies and least privilege access principles.
* Implemented Sales Cloud solutions to streamline sales processes and enhance sales team efficiency.
* Customized and configured Sales Cloud to align with specific business requirements, covering lead management, opportunity tracking, and sales forecasting.
* Worked on Service Cloud solutions to optimize customer service processes and improve the overall support experience.
* Developed and designed Service Cloud to meet specific business needs, encompassing case management, knowledge base, and service level agreements (SLAs).
* Implemented Apex Triggers on Account, Contact, and Opportunity objects to automate business processes.
* Created helper classes to support Apex Triggers.

**Environment:** Lightning Web Components, Aura framework, Apex Classes, Apex Triggers, Visualforce, Force.com API, CSS, JavaScript, HTML, Field Service Lightning (FSL), Financial Service Cloud, Sales Cloud, Service Cloud, Apex Triggers, SOQL, SOSL, Governor Limitations, Email Templates, Mail Merge Templates, Sandbox Environment, Lightning App Builder, Lightning Design System, Version Control, API Services, Agile, Scrum, Copado, Cross-functional Collaboration.

**Client: EIS Technologies (GE Oil & Gas (Measurement and Control), Hyderabad, India Mar’19 to Jan’22**

**Role: Salesforce Developer/Administrator**

 **Responsibilities:**

* Managed Salesforce configurations, including Lookup and Master-Detail relationships among custom and standard objects.
* Developed custom solutions leveraging advanced Salesforce features such as Formula Fields, Rollup Summary Fields, Record Types, Page Layouts, Search Layouts, and Custom Tabs.
* Developed and deployed Lightning Web Components (LWC) for improved UI/UX, enhancing the user experience for various business functionalities.
* Created reusable LWC components to handle complex business requirements, improving efficiency and reducing redundancy.
* Implemented LWC components for custom page layouts, integrating them into Salesforce pages to meet specific user needs.
* Conducted testing and collaborated with the development team to resolve issues and ensure system integrity.
* Administered user roles, permissions, and security settings, managing profiles, permission sets, and organization-wide settings.
* Designed and implemented Workflow Rules, Approval Processes, and automated actions such as Email Alerts and Task Creation.
* Developed custom reports and dashboards for data analysis and visualization, catering to business needs in the energy sector.
* Customized and developed Salesforce components and applications tailored to the unique business needs of the oil and gas industry.
* Configured and maintained third-party integrations with other business systems to enable seamless data exchange.
* Deployed and managed metadata using Copado, ensuring smooth and error-free release management processes.
* Integrated Salesforce with Oracle databases using Jitterbit Data Loader to automate data exchange between Salesforce and back-office systems.
* Supported the configuration and setup of various tools and applications from Salesforce AppExchange to meet client-specific needs.

**Environment**: Salesforce Configuration, Administrator, Relationships, Formula Fields, Rollup Summary Fields, Record Types, Page Layouts, Jira, Roles, Profiles, Workflow Rules, Approval Processes, Reports, Dashboards, Lightning Components, Quote-to-Cash, Copado, Integration, Jitterbit Data Loader, Oracle Databases, Conga Documents, DocuSign Integration, AppExchange.

**Client: Cel-Stream Technologies. Bangalore, India June’16 to Mar’19**

**Role: Salesforce Admin/Developer**

**Responsibilities:**

* Collaborated closely with the sales team and business analysts to conduct detailed analyses of business and technical requirements, designing solutions by customizing various standard objects within Salesforce.com (SFDC).
* Developed reusable user interface components using the Salesforce Lightning Component framework.
* Performed development activities throughout the Project in Apex Language, covering Apex Trigger, Apex Class, Apex Test Methods, Apex Web Service, Visual Force Pages, and Visualforce Components & Controllers.
* Utilized Salesforce Lightning Inspector for debugging lightning components during the development process.
* Designed, documented, implemented, and unit-tested CRM system customizations.
* Played a key role in CPQ design, mapping Salesforce custom objects, and implementing Apttus Advanced Workflow Approvals.
* Experience working with Integrations using REST API & SOAP API.
* Executed tasks related to the development, implementation, and support of the Salesforce.com application integration of Apttus Contract Lifecycle Management (CLM) and Configure, Price, Quote (CPQ).
* Configured Apttus CPQ settings for product setup, approval matrices, approval rules, process builders, and flows.
* Implemented Quote-to-Cash solutions using Apttus CPQ and Salesforce integration, automating quoting, contracting, and billing processes.
* Successfully streamlined the sales quoting process for a global manufacturing company through the implementation of a CPQ solution.
* Migrated existing Aura components to Lightning Web Components, resulting in improved load times, optimized client-side performance, and adherence to Salesforce best practices.
* Analyzed Aura component architecture and designed corresponding LWC structures, leveraging modern JavaScript features, Lightning Data Service, and wire adapters for efficient data handling.
* Collaborated with cross-functional teams to ensure smooth transition of custom Aura components to LWC, including UI/UX designers, Salesforce admins, and QA teams.
* Configured and customized the CPQ application to align with specific business requirements, including product configuration rules, pricing logic, and quote generation templates.
* Integrated CPQ with Salesforce Sales Cloud to ensure seamless data flow between sales and quoting processes.
* Developed intricate pricing models and discounting strategies within CPQ to support diverse pricing scenarios and customer segments.
* Implemented OAuth 2.0 and other secure authentication protocols for ensuring secure data transmission and integration between Salesforce and Heroku-hosted applications.
* Leveraged Heroku streaming capabilities for real-time data processing and integration, enabling scalable and low-latency systems that interact with Salesforce data.
* Integrated Heroku add-ons like SendGrid, Redis, and Heroku Postgres to enhance application performance and data storage, complementing Salesforce use cases.
* Implemented Conga documents and generation processes tailored to healthcare needs, while also managing Salesforce Marketing Cloud Administration, Configuration, and Setup.
* Developed a robust DocuSign integration for healthcare-specific Conga documents, facilitating secure E-signature processes, and DocGen forms configuration.
* Configured and customized applications from the Salesforce AppExchange, including healthcare-specific tools like EchoSign, Conga Builder, and Case Age Business Hour App.
* Developed and maintained Salesforce-specific Python scripts and APIs to support specific functionalities related to the Salesforce-based EDD unemployment benefits project.
* Implemented advanced product configuration capabilities in CPQ, allowing sales representatives to easily select and configure product options based on customer needs.
* Created and maintained the CPQ data model, including the product catalog, pricing rules, and discount structures.
* Conducted end-user training sessions and provided ongoing support to sales teams, ensuring the smooth adoption and utilization of CPQ.
* Created custom objects for Quotes and Quote lines, capturing essential quote information for CPQ.
* Participated in end-to-end testing and configuration enhancements for CPQ and CLM functionalities.
* Integrated Steel Brick and Salesforce for automating quoting, contracting, and billing processes, contributing to a more streamlined and efficient workflow.

**Environment:** Salesforce.com (SFDC), Apex Triggers, Apex Classes, Visualforce Pages, Salesforce Lightning Component Framework, Salesforce Lightning Inspector, CPQ Design, Configure, Price, Quote (CPQ), Quote-to-Cash Solutions, Sales Quoting, Product Configuration, Custom Objects, End-to-End Testing, Steel Brick, Automating Quoting, Contracting, Billing Processes, Workflow Optimization, REST API.