**Salesforce Senior Developer Revenue Cloud (CPQ)**

**Job type : Full Time**

**Job Location : India**

**Experience : 7+ years**

**Responsibilities:**

* Responsible for working closely with project managers and consultants and managing the end-to-end solution design.
* Conduct requirement gathering sessions and work with clients to understand their business processes, prioritize information needs, and translate business requirements into systems solutions.
* Act as liaison between customer and technical team to communicate requirements for solution design, development, testing, and implementation.
* Work collaboratively with internal team members to design a solution that will meet the customer’s business requirements.
* Configure and test Salesforce Billing, Revenue, and Add-On products to meet the approved designs.
* Perform testing of end-to-end solutions in conjunction with the development team and customer.
* Create and develop training materials and conduct/deliver end-user training to customers.
* Support the customer with regular calls to answer functional and technical questions.
* Assist with project management, planning, and coordination of project activities.

**Requirements**

* Must have hands-on project experience implementing and/or configuring Salesforce Revenue Cloud.
* Demonstrated leadership abilities to lead business discussions with customers and architect the value of our solution and the best practices to implement it.
* Experience in requirements gathering, use case documentation, business analysis, systems design and integration, user interface design, and implementation.
* Experience in data analysis, conversion, and migration, interfaces, and reports.
* Experience with gap analysis and blueprint development.
* Experience with system design using configuration and/or customization, integration, testing, and support.
* Experience in delivering end-to-end solutions through the entire SDLC – from running client-facing workshops, design, build, test, deployment, UAT, and handover.
* Experience in Waterfall and Agile methodologies.
* Excellent written and verbal communication skills, with the ability to communicate effectively with both technical and non-technical stakeholders.
* Able to collaborate as part of a team to deliver exceptional customer results in a fast-paced environment.
* Strong understanding of Salesforce product suite including Sales Cloud, Service Cloud, etc.
* Experience working with enterprise level clients.
* Experience managing tasks on multiple projects simultaneously.

**Required Certifications:**

* Salesforce Administrator
* Salesforce Billing Specialist Superbadge, Salesforce Advanced Billing Specialist Superbadge, orRevenue Cloud Accredited professional
* Salesforce CPQ Specialist (Preferred)
* Salesforce Sales Cloud (Preferred)