

# Doris Langston

## Salesforce CPQ Developer

+1 234 567 89 10

dorislangston@gmail.com

Hamilton, AL

Results-driven Salesforce CPQ Developer with over 10 years of experience in designing, implementing, and optimizing CPQ solutions. Proven track record of enhancing quote-to-cash processes and delivering high-quality, scalable solutions.

### Experience

March 2021 - Now

#### Senior Salesforce CPQ Developer

TechEdge Solutions / Hamilton, AL

- Lead the implementation of Salesforce CPQ for a major retail client, resulting in a 30% reduction in quote generation time.
- Customize Salesforce CPQ pricing rules, product configuration, and quote templates to meet specific client needs.
- Integrate Salesforce CPQ with external ERP systems, enhancing data synchronization and accuracy.
- Develop and maintain custom CPQ scripts using Salesforce Apex and Visualforce to support unique business requirements.

June 2018 - February 2021

#### Salesforce CPQ Developer

Innovative Solutions Inc. / Hamilton, AL

- Implemented Salesforce CPQ solutions for various clients across different industries, including manufacturing and telecommunications.
- Created custom objects and fields, configured product bundles, and set up pricing rules and discount schedules.
- Developed automated quote approval workflows and integration with CRM systems to streamline the sales process.

June 2014 - May 2018

#### Junior Salesforce Developer

NextGen Technologies / Hamilton, AL

- Assisted in the deployment of Salesforce CPQ solutions, focusing on data migration, custom development, and testing.
- Supported the creation and modification of quote templates and pricing rules based on client specifications.
- Worked on integrating Salesforce CPQ with third-party applications and systems to ensure seamless operations.

### Education

#### Bachelor of Science in Computer Science

2010 - 2014

University of Alabama  
Tuscaloosa, AL

#### Certifications

- Salesforce Certified CPQ Specialist
- Salesforce Certified Administrator
- Salesforce Certified Platform Developer I

### Skills

Salesforce CPQ (Configure, Price, Quote) ●●●●●

Apex, Visualforce-, Lightning Web Components ●●●●●

Salesforce CRM Integration ●●●●●

SOQL, SOSL ●●●●●

JavaScript, HTML, CSS ●●●●●

ERP and CRM Systems Integration ●●●●●

Data Migration and ETL Tools ●●●●●

