

# Manav

## Middle Salesforce Developer

### SUMMARY

- Proficient in Salesforce CRM, with 4+ years of experience in Salesforce Development; - Strong technical and functional knowledge of SFDC CRM, including Apex classes, Triggers, Visual force, and Migration tool; - Experienced in Salesforce administration setup, including user management, security controls, data management, and customization; - Skilled in Apex Classes, Controllers, and Triggers, considering governor limits and client requirements; - Familiar with SOQL, SOSL, Batch Apex, and Schedule Apex; - Extensive experience with Salesforce Sandbox, Unit Testing, and Eclipse IDE Force.com Plug-in environment; - Proficient in data tools such as Import wizard, Export wizard, and Apex Data Loader.

### TECHNICAL SKILLS

|   |  |
|---|--|
| <b>Main Technical Skills</b>                        | Salesforce (4 yr.)   |
| <b>Salesforce Ecosystem</b>                         | Apex Classes (4 yr.), Apex DataLoader (4 yr.), Apex Triggers (4 yr.), Salesforce (4 yr.), Salesforce Apex (4 yr.), Salesforce Lightning Framework (4 yr.), Salesforce Service Cloud (4 yr.), Salesforce Workflow (4 yr.), SOQL (4 yr.)   |
| <b>Data Analysis and Visualization Technologies</b> | Dashboards (4 yr.)   |
| <b>Databases &amp; Management Systems / ORM</b>     | Aura (4 yr.)   |
| <b>UI Frameworks, Libraries, and Browsers</b>       | CSS (4 yr.), HTML5 (4 yr.)   |
| <b>Cloud Platforms, Services &amp; Computing</b>    | Heroku (4 yr.)   |
| <b>Project Management &amp; Administration</b>      | Approvals  |
| <b>Platforms</b>                                    | Salesforce (4 yr.)   |
| <b>Third Party Tools / IDEs / SDK / Services</b>    | Visual Studio (4 yr.)  |
| <b>Other Technical Skills</b>                       | Custom Objects, Force.com Platform (4 yr.), LWC (4 yr.), Package Installations, Process builder, Reports (4 yr.), Salesforce Administration (4 yr.), Salesforce App Builder (4 yr.), Salesforce Configuration (4 yr.), Salesforce Integration (4 yr.), Salesforce Platform, Visual Force Pages (4 yr.) |

## WORK EXPERIENCE

### Salesforce Developer, KM Charity Team

**Duration:** June 2018 to Till Now

**Summary:** KM Charity Team: Salesforce Ecosystem to track their student's Data.

#### Responsibilities:

- Involvement in the requirements gathering;
- Understanding and analyzing business processes and to design solutions;
- Generate Objects, Fields, and Page layouts;
- Working on the Security model using Profiles, Roles, and Sharing Model (Organizational-wide defaults and sharing rules) settings;
- Develop Apex Classes, Triggers, and Visual force pages;
- Create a Batch Class while updating huge records;
- Design and develop Workflow rules / Approval Processes;
- Defined lookup and master-detail relationships on the objects and created junction objects to establish connectivity among objects;
- Taking part in for data migration process for existing system from/into Salesforce.com;
- Involvement in Unit Testing and prepared Unit Test case documents;
- Import/Export records to Salesforce via Data Loader;
- Participating in customer discussions and providing necessary clarifications to customers;
- Responsible for migrating data from one sandbox to another sandbox using Eclipse and change sets;
- Participated in and given Knowledge Transfer sessions.

**Technologies:** Salesforce CRM, Apex Classes, Apex Triggers, SOQL, Visual Force Pages, Workflow & Approvals, Dashboards, Custom Objects, Package Installations, Reports.

### Salesforce Developer, Hyundai Motors

**Summary:** Hyundai Motors owned a setup for the Sales part in the Salesforce EcoSystem.

#### Responsibilities:

- Involved in Salesforce.com Application Setup activities and customized the apps to match the functional needs of the organization;
- Worked with various salesforce.com objects like Accounts, Contacts, Leads, Campaigns, Reports, and Opportunities;
- Developed various Custom Objects, Tabs, validation rules, and Components and Created page layouts, and search layouts to organize fields, custom links, related lists, and other components on record detail pages and edit pages;
- Created workflow rules and defined related tasks, time-triggered tasks, email alerts, and field updates to implement business logic;
- Created Email templates, approval processes, approval page layouts and defined approval actions on them to automate the processes;
- Used SOQL within Governor Limits for data manipulation needs of the application using Force.com Explorer;
- Created users, roles, and public groups and implemented role hierarchies, sharing rules, and record level permissions to provide shared access among different users;
- Created profiles and implemented Object and field level security to hide critical information on the profile users;



- Used Force.com IDE for creating, modifying, testing, and deploying Force.com.

**Technologies:** Salesforce Configuration, Apex, Process Builder, Reports, Workflows, App Builder, Aura.

### **Salesforce Developer, Logistic Company**

**Duration:** 8 months

**Summary:** Logistic Company.

#### **Responsibilities:**

- Account Management, Contact Management, Opportunity Management, Quotation Management, Service Management, Vendor Management, Case Management, Project Management and Target management;
- Email Automation for the users and customers. Reports and Dashboards. Web to case and email to case configurations;
- Responsible for PDF Generation;
- LWC to add products for customers;
- Project Management to track the post-sales services.

**Technologies:** Salesforce, Apex, Process Builder, Reports, LWC, Workflows

### **Salesforce Developer/Administrator, Network Bulls**

**Duration:** 5 months

**Summary:** Network Bulls.

#### **Responsibilities:**

- Requirement Gathering, planning, and its complete configuration;
- Creating sales path workflows, paths according to record types;
- Record escalation management using process automation;
- Responsible for pdf generation and email automation;
- Reports and Dashboard monthly, weekly, daily;
- Target Management for the sales team;
- Tracking of sales orders and purchase orders;
- Activity management;
- Salesforce application for different teams;
- Attending meetings, and providing demos and solutions.

**Technologies:** Salesforce Configuration, Apex, Process Builder, Reports, Workflows, App Builder, Aura.

### **Salesforce Developer/Consultant, Hydraulic & Engineering Instruments**

**Duration:** 7 months

**Summary:** Hydraulic & Engineering Instruments Company.

#### **Responsibilities:**

- Custom objects, Junction Object, custom fields, formula field's creation;
- Custom functionality to convert leads into account, contact, and multiple opportunities using Lightning Component;
- Record Type, Lightning Record Page, Path settings, and page layout assignment;
- Email automation and list views;



- User Management based on public groups and profiles;
- Data import and mass records update;
- Process builder to automate record creation. Apex trigger, Batch class for Target Management;
- Responsible for writing test classes for unit testing. Change set to deploy from sandbox to production.

**Technologies:** Salesforce Configuration, Apex, Process Builder, Automation.

### **Salesforce Developer, Colors of India**

**Duration:** 3 months

**Summary:** India's Leading Travel company.

#### **Responsibilities:**

- Integration of Salesforce with Facebook and LinkedIn for lead generation;
- Omni channel implemented for Facebook;
- Implemented Web to lead, to generate leads from a web form;
- Created process builder for automation;
- Created profiles, users, permission set, and sharing rules. Reports.

**Technologies:** Salesforce Configuration, Process Builder, Integration, Reports.

### **Sales Cloud Implementation**

- Created a custom territory-based assignment for the Account/Opportunity assignments.
- Solutioning for Renewal Management and Approval system.
- Customizable forecasting setup and automation for Monthly recurring revenue calculation.
- Automated business process for Opportunity products using schedulable batch.

### **Sales Cloud Customization and Data Migration.**

- Enabled Multicurrency and State and country functionality at the Org level.
- Renewal management for Opportunities.
- Lightning Component for Mass Approval automation.
- Customized and configured Informatica jobs and flows.

### **Knowledge base Lightning Components.**

- Extensively using SLDS in components for better designing and making the page more responsive as it provides the Lightning look and feel without using much CSS.

### **Service Cloud.**

- Customizing the Service Cloud Email-to-Case functionality implementation for capturing emails and converting them to cases based on the Origin;
- Prepared technical design document as per the requirement. Implemented live agent with a pre-chat form. Implemented web-to-case;
- Written Validation rule and triggers for Case management;
- Followed the best coding practices for code bullying;
- Setting up data categories for implementing a Knowledge base.



## CERTIFICATIONS

- Salesforce Platform Developer-1;
- Salesforce Administrator 201;
- Salesforce App Developer.

