R.NOHA NITHISH   **Mobile**: +91-9392034540
Salesforce Administrator/Developer   **E-Mail: nohanithish@gmail.com**

PROFESSIONAL SUMMARY

- Salesforce Configuration ,Customization , Data Management,User Management and Deployment
- Experience in Salesforce Configuration(Process Builder,Workflows,Flows,Approval Process,Validation rules, Reports and Dashboards,Page Layouts and Record types)
- Experience in SFDC development using Apex classes and triggers,Batch Apex,Visualforce,Force.com IDE,SOQL
- Experience in Data Migration using Data Loader,Workbench & Import Wizard
- Experience in deployment with various tools like Change sets, Workbench

EDUCATIONAL QUALIFICATION

- Bachelor of Technology in Computer Science and Engineering from JNTUA University in the year 2015

PROFESSIONAL EXPERIENCE

- An Industrial experience of 3.8 years in SFDC as an Administrator/developer. Have a good experience in developing business plans, requirements specifications, deployment process and user documentation.
- Working for Idexcel Technologies.

Project #1:WorkForce
Role: Salesforce Admin & Developer
   Responsibilities:

- Owner of the Salesforce environment and served as primary Salesforce administrator
- Configured and maintained user security permissions in compliance with organizational needs
- Worked on various salesforce.com standard objects like Accounts,Contacts,Campaigns, Dashboards,Reports and custom objects
- Created Profiles, roles, security, workflows, validation rules, advanced formulas, custom objects, reports, dashboards. as per the organizational needs
- Have Experience on Data Migration & Data Quality Management,Data modeling (schema, Data loader, export, data record manipulation, etc.)
- Created different email alerts,Email templates for the campaigns
- Knowledge on Integration with AWS Managed services like Pinpoint,S3, EC2, Kinesis.
- Created training material and documentation on system changes
- Created Daily Activity Reports of the sales team based on the activities generated in salesforce

Project 2:
Role: Salesforce Admin/Developer
Company:Azuga Inc
   Responsibilities:

- Worked as enhancement team member and performed the role of Administrator and developer in the organization.
- Supported day-to-day end-user support like system maintenance, configuration, development, testing, data integrity, etc.
- Designed and developed the Custom objects, validation rules, Page layouts, Custom tabs, Apex classes,Visualforce Pages to suit the needs of the application.
- Maintained user roles and profiles, security settings, access settings, etc.

- Responsible for enabling network-based security and organization-wide list of trusted IP address.
- Worked on various salesforce.com standard objects like Accounts, Contacts, Leads, Cases,Campaigns, Opportunities,Dashboards and Reports.
- Created the workflows for automated lead routing, lead escalation and email alerts
- Developed Record types for different business process on Leads as well as on Cases
- Customized page layouts for Leads,Opportunity, Cases, and Accounts depending upon user roles, and groups.
- Created and maintained Sales performance dashboards and configured various Reports and Report Folders for different users based on their contribution in the organization.
- Have knowledge on Products like NetSuite, Outreach, Docusign,Zapier,Cloudingo Etc
- Resolved end user and data flow issues,lead generation reporting end-to-end
- Identified business risks, inefficiencies, issues, and opportunities related to Salesforce
- Works closely with Sales, Support, Marketing, Orders, Fulfillment teams and Various Practice heads to identify technical requirements and technical infrastructure for CRM based enterprise solutions.

Role :Salesforce Admin/ Solution Engineer

Description:

Full Stack restaurant cloud pos which supports sales productivity and deal flow by securing the technical close in complex solutions and to collaborates with sales, service, engineering, and technical support resources to ensure proposed deals include technical solutions that accurately address client needs.

Responsibilities:

- Proactively scopes the technical solution required to address customer requirements, assesses customers met and unmet needs, and recommends solutions that optimize value for both the customer and the organization.
- Coordinates closely with internal sales, sales support, and service resources to align solution design with customers' business requirements.
- Meets assigned targets for profitable sales growth in assigned product lines, market areas, channel, or teams supported.
- Opportunistically pursues additional business development opportunities within customer firms. Collaborates with sales to ensure these opportunities are effectively covered and advanced.

PERSONAL DOSSEIR

- Hobbies: Driving and Cooking
- D.O.B: 20-06-94
- Gender: Male
- Nationality: Indian
- Marital Status: Single
- Language: English, Hindi, Telugu

Declaration:

I hereby declare that the above stated information is true to the best of my knowledge and belief.

Place:

Date:

R NOHA NITHISH