



# Prafull Deshmukh

Flat No. 202, Vilas Apartments  
Kopri, Thane East,  
Mumbai -400603  
Maharashtra

 Prafulldeshmukh17@gmail.com

 +91 7841950228

## CAREER OBJECTIVES



Seeking a challenging career in technical consulting arena where I can contribute and augment my technical and functional knowledge. I am currently looking for a full-time position in a development environment that offers me a greater challenge, and the opportunity to help the company and me advance efficiently and productively.

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## PROFESSIONAL SUMMARY

- Overall 3+ years of experience in IT Industry which involves experience in Salesforce Administration, Salesforce Development and IBM BPM Development (Downstream System for Salesforce).
  - Worked closely with Sales Management to inspect sales process quality and prioritize improvements.
  - Developed customizations (new fields, new objects) to Salesforce sales application.
  - Worked with various Salesforce standard objects like Leads, Opportunity, Account, Product, Contacts, Report and Dashboard.
  - Hands on experience in using Data Loader and Data Import Wizard for data management in Salesforce
  - Experienced in admin modifications like creating Roles, Profiles, Email Services, Page layouts, Approval Workflows.
  - Written Apex Classes, triggers, test classes for Sales Application.
  - Experienced in Salesforce environments (Sandbox and production).
  - Scheduled reports and dashboards as per business requirements.
  - Have experience in Salesforce integration with downstream system (IBM BPM).
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## Education:

Year	Degree	Board	CGPA/%
2013-2017	B.E. (IT)	Amravati University	8.11
2012-2013	H.S.C.	Pune Board	68%
2010-2011	S.S.C	Pune Board	86%

## TRAINING & CERTIFICATION

- 🌟 Completed Initial Learning Program (ILP) in Cloud Domain by TCS.
  - 🌟 Completed TCS provided E0 and E1 level certifications in Telecom domain.
  - 🌟 Completed E0 and E1 level competency in PL SQL.
  - 🌟 Completed TCS provided E0 competency on Salesforce Administration.
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## PROFESSIONAL EXPERIENCE:



### PROJECT 1:

Organization : TCS

Client : Liquid Telecom

Role Title : Salesforce Developer and Administrator

Tools : Data Loader, PLSQL developer

Duration : Oct 2018 to till date.

### Description:

Salesforce team in TCS handles development and support of Liquid Telecom client. Project handles the data from external sites (Leads), implementing opportunity stages and sending details to the downstream systems.

### Responsibilities:

- Involved in Design, Development and Support phases of SDLC.
- Involved in administration activities like creating users, roles, profiles, security settings, reports and dashboards.
- Involved in Salesforce development activities on production and sandbox environments.
- Involved in Salesforce deployment activities on production and sandbox environments.
- Involved in metadata refresh for sandbox environment



### PROJECT 2:

Organization : TCS  
Client : Liquid Telecom  
Role Title : IBM BPM Developer (Downstream System for Salesforce)  
Tools : IBM BPM (8.5.7), PLSQL developer,  
Environments : WAS 8.5.5, Oracle 12c, Java 1.7  
Duration : Aug 2017 to Sept 2018.

#### Description:

IBM BPM team was responsible for taking data from upstream system (SFDC) and provisioning the orders and back updating data of provisioned orders to SFDC.

#### Responsibilities:

- Developed different processes, services, coaches, coach views, BO using process designer (BPD).
- Developed procedures, packages and standalone scripts to perform various backend activities using PL SQL.

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### **Declaration**

I, Prafull Deshmukh hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

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Prafull Deshmukh