**SUNAYANA RAJU**

**Salesforce CRM – Administrator/Developer**

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**Career Objective:**

An accomplished software engineer specializing in developing and administering technical applications, and has ability of leading business processes, seeking to work for an organization where I can use my skills and experience to enhance my talent and benefit the company.

**Experiences:**

* Presently (3.5 years) working at Invesco, Hyderabad. I have worked on sales cloud and Force.com platform.
* Teaching experience (3.6 years) in Computer Science, Gonasika Degree College, Keonjhar, Odisha.

**Profile:**

* Technically competent in gathering project information from clients, documentation, designing, developing blueprint and testing it in staging environment.
* Worked on various Salesforce.com standard objects like **Accounts, Contacts, Leads, Campaigns, Opportunities, Activities, Dashboards** and **Reports**.
* Good knowledge on Apex development in creating **Objects, Triggers, Apex Classes, Standard Controllers, Custom Controllers** and **Controller Extensions.**
* Developed **Visual force pages** and **Custom Objects** using Apex Programming on Force.com Platform.
* Proficiency in administrative tasks like **Creating Roles, Profiles, Users, Page Layouts, Workflow Rules**, **Actions**, Reports and **Approval Processes.**
* Sound knowledge on **Salesforce setup menu, Configuration, custom Application Development, Administration, Data Migration** and **Deployment** of applications to Force.com platform.
* Implemented **security** and **sharing rules** at object, field, and record level for different users at different levels of organization.
* Strong communication and inter-personal skills with ability to work well in a dynamic team environment.
* Hands-on experience on configuring, customizing the applications on **Salesforce platform**, working with **Data Loader**.
* Experience in development using **Salesforce Object Query Language (SOQL)** and **Salesforce Search Language (SOSL)**.
* Designed **Custom Formula Fields, Field Dependencies, Validation Rules, Workflows and Approval Flows and Approval Processes for automated alerts, field updates,** and **Email generation** according to application requirements.
* Experience on working with **Lightning Components** to build Mobile app.

**Technical Proficiencies:**

* **CRM :** Salesforce CRM
* **Web Technologies :** Visual Force, HTML
* **Languages**  : Apex, Core Java
* **IDE Environments** : Apex Data Loader, Eclipse, Force.com
* **Databases**  : ORACLE, SQL
* **Operating System** : Windows

**Projects**

**PROJECT – 3**

**Project Name** - Data Matrix Health Care Management System

**Client Name** -Data Matrix

**Duration**  -(September 2019-present)

**Role. -** Developer

**Responsibilities:**

1. Application study and understanding. Created **Apex Classes and Apex Triggers.** created various **Visualforce pages**.
2. Worked with various salesforce.com objects like **Accounts, Contacts, Leads, Campaigns, Reports, and Dashboards**.
3. Created modern Enterprise Lightning Apps combining **Lightning Design System, Lightning App Builder** and **Lightning Component Features.**
4. Developed various **Custom Objects, Reports, Tabs, Components and Visual force Pages and Controllers** for different user profiles based on the need in the organization.
5. Created **page layouts, validation rules, email templates, workflows, approval processes and lead assignment rules** as per the Business requirements.
6. Created and managed **profiles, roles, visibility settings.**

**PROJECT – 2**

**Project Name** -SFDC Configuration and Administration Project

**Client Name** -Top Telecom Equipment Vendor

**Duration** -( May 2018- July 2019)

**Role.**  - Developer

**Responsibilities:**

1. Application study and understanding. Created **Apex Classes and Apex Triggers. Created various Visualforce pages**.
2. Configured **Page Layouts, Record Types, Managing Fields and their dependencies, Tabs, Search Layouts and Button &Links**
3. Configured and Set up relationship between various objects
4. Created **Workflows, Objects and Validation Rules** inside Salesforce and Mapping them to the existing functionalities and Objects.
5. Built Enhanced **Dashboards** in SFDC
6. Worked on **Reports &Dashboards**.
7. Implemented complete Salesforce CRM application based on the business requirements.
8. Created and managed **Users, Roles, Profiles, permissions, mass updates and renaming records.**
9. Worked on various salesforce.com standard objects like **Accounts, Contacts, Leads, Campaigns, Opportunities, Quotes, Activities, Dashboards and Reports.**
10. Used the **sandbox** for testing and migrated the code to the deployment instance after testing.

**PROJECT-1**

**Project Name -** SFDC Customized Project

**Client Name -** Network Hardware Resale, Goleta, CA.

**Duration -** ( May 2017- March 2018)

**Role. -** Admin

**Responsibilities:**

1. Used SalesForce Automation (SFA) for **Sales Lead Management, Campaign Management**, **Opportunity Management, Account and Contact Management.**
2. Automated sharing rules whenever there is a new change in Sales teams instead of using an **Apex trigger.**
3. Worked with various salesforce.com objects like **Accounts, Contacts, Leads, Campaigns**, **Reports, and Opportunities**.
4. Developed various **Custom Objects**, Tabs, **Entity-Relationship** data model, **validation rules**, **Components and VisualForce Pages**.

**Academic Qualification:**

* B.Tech in Information Technology (2008-2012) from Biju Patnaik University of Technology, Odisha.

**Achievements:**

* Participated and certified in Science exhibition and Seminar in school level.
* Won many prizes in singing, dancing in school level.
* State Level Singing Competition Winner.
* Best Student and Best Class Representative Award.

# Personal:

# Spouse - Nalinikanta Biswal

# Address - Flat no 201, Plot no 142/P, SavitriSekhar Nilayam, Pleasant Park Colony, Upparpally, Hyderabad -500048

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# Date:

# Place: Sunayana Raju