Hemanth Kumar Gurana

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Summary of Experience and Qualifications :

- Overall 5 years of experience in Information technology.
- Around 3 years of experience into Salesforce.
- Currently working with Modern Agile Technologies as Salesforce Developer.

Core Qualifications:

- Having 1+ years of experience into Lightning (LWC) and Aura framework.
- Strong experience in Salesforce Development and Design.
- Having good experience into SOAP, RESP API's.
- Exceptional proficiency in designing apex classes, developing apps, visual force pages, and other similar programs in the Salesforce development toolkit.
- Excellent understanding of Eclipse and other Integrated Development Environments.
- Have ability to integrate various business processes across different systems.

Experience :

1. **Modern Agile Technologies** (Salesforce Developer, March 2019 - Present)

   Project:
   - Worked on the integration of Salesforce with other endpoints using API, exporting data from Salesforce in real time using triggers.

   Description:
   - Have a good understanding of OAuth2 and have worked on refresh token/JWT token flows in order to connect with Salesforce.
   - Have a very good idea on REST/SOAP API and different endpoints for integration.
   - Used SOQL for exporting data from Salesforce. For realtime integrations, used apex triggers and classes for exporting data from salesforce.
   - Have worked on Apex Test classes to write tests for apex classes. Have a good idea of the Salesforce package development process.
   - Worked on Visualforce pages for writing custom logic in Salesforce UI.

   Roles and Responsibilities:

   - Meeting with project managers to determine CRM needs.

- Developing customized solutions within the Salesforce platform.
- Designing, coding, and implementing Salesforce applications.
- Develop, maintain, create, and improve validation rules, custom workflows, Visualforce pages, Apex customizations, custom objects, fields, and formulas.
- Have good experience with Rest Web services, JSON Data format and serialization, OAuth2 authorization standard.
- The UI development, validations and the integration with the REST/SOAP API's.
- Having good Experience in generating reports, dashboards, customized reports and analyzing the data in Salesforce.
- Having good Knowledge of APEX, Visual Force, Salesforce APIs, SOAP or REST based web services, and SOQL

2. Miracle Software Systems (Business Development & Salesforce Developer, Sep 2015 -Mar 2019)

Description:

- Good understanding of the CRM processes. Business knowledge of Salescloud.
- Good development experience with the SFDC toolkit (e.g. Visual force, Apex, Force.com, S-controls, Triggers, Chatter, Apex Data Loader, Apex Explorer, etc.)
- Working closely with market operations to help and grow the prospect database.
- Detailed knowledge of Salesforce.com architecture.
- Capable of writing and debugging efficient SOQL queries of standard and custom objects, and able to understand and develop for complex data models
- Identify and collect key contacts to target accounts to close the deals.
- Strong research and strategic analysis skills.
- Have strong expertise in identifying prospective customers/Leads.

Roles and Responsibilities:

- Strong working knowledge of APEX (classes and web services), Visual Force, Salesforce APIs, SOQL, Force.com platform.
- Having good knowledge of Salesforce APIs to integrate Salesforce with other systems and tools
- Having good experience with SFDC Object design, SOQL & SOSL
- Initiate the contact, interact with 'C' level contacts or decision makers to understand
  their IT landscape and initiatives.
- Maintaining and expanding the database of prospects of the organization and being a part of the entire sales cycle till the account is closed.
- Responsible for lead generation, relationship management, opportunity identification and closing of deals.

System Experience :

Software /

Products:

- Workbench, Visual Studio code.

General Tools:
- Microsoft Excel, Microsoft PowerPoint, Microsoft Paint & Microsoft Word.

Education :
- Bachelor of Technology in **Chemical Engineering** with 70% aggregate, Jawaharlal Nehru Technological University-Kakinada (JNTU-K).
- Class XII – 79% score, Sri Chaitanya Junior College, Vishakapatnam.
- Class X – 85% score, Bhashyam Public School, Rajam.