

Anil Kumar P



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SUMMARY

- **Having around 5.2 years of experience in Sales force.com**, Administration/Development including analysis, modeling, design, coding, testing and implementation on various business domains like Financial, Insurance and manufacturing.
- Analyzed Sales, Marketing, Customer Service and Customer Support business processes used by **salesforce.com** customers and recommended ways to improve their processes using **salesforce.com, force.com**.
- Hands on experience in Salesforce.com CRM **integration**, developing and deploying custom integration solutions. Excellent skills in creating/troubleshooting/modifying Apex **code** and visual force **pages**.
- Strong knowledge on **Administration setup, Apex, Visual Force** and experience with different SFDC development tools like **Force.com Eclipse IDE** and integration tools like **Apex Data Loader**.
- Experience in developing client-specific solutions on **force.com** platform using **Apex classes** and **Triggers, Visual Force, Force.com IDE, SOQL, SOSL**
- Experience in integration of Salesforce.com Applications with Other applications with an emphasis of the **Web Services/XML**.
- Experience in **LWC** and **Building Lightning components, framework**, responsive applications for devices
- Knowledge on **Big machines**.
- Experience in capturing, analyzing, documenting and realizing the business requirements to design on **Salesforce.com** platform by designing the required entities like custom objects, creating the relationships/ junction objects like Master-Child, lookups, Entity Relationship data model, Pages, Classes, Interfaces, **Visual Workflows & Workflow rules, Approvals, Lightning Process Builder triggers, Email alerts and business logic**.
- **Experience in working SOAP and REST API**
- Extensive experience in designing of custom objects, custom fields, Pick list, role based page layouts, **Workflow Alerts and Actions, Validation Rules, Approval Processes**, custom Tabs, custom reports, report folders, report extractions to various formats, design of **Visual Force Pages, Record Types, Dashboards**, and Email generation according to application requirements.
- Worked with team members for full-cycle projects, such as developers, to complete consulting projects on time, and deliver outstanding consulting services to **salesforce.com** clients.
- Experience in **Sales cloud, Service cloud, Partner portal and Customer portal**.

- Having Administration experience on **CRM** Applications like **Data Exports & Imports**, Application Support, Security Administration, Maintenance, and User & Security Management.
- Strong knowledge on **Agile, water fall** methodologies.
- Worked with team members for full-cycle projects, such as developers, to complete consulting projects on time, and deliver outstanding consulting services to **salesforce.com** clients.

TECHNICAL SKILLS:

Salesforce Technologies	Salesforce CRM, Apex Triggers, Apex Controllers, Visual force Pages/Components, Apex Web Services, Workflow & Approvals, Case Management, Custom Objects, custom settings, Dashboards, Snapshots, SOQL, SOSL.
Tools	Force.com IDE, Force.com API tools (Data Loader), Force.com Migration Tool, AppExchange, workbench , SOQL Explorer, Rally, Ant.
Query Language	SOQL and SOSL
WEB technologies	HTML, CSS, Java script, Lightning

Educational Qualifications: M. Tech Computers from JNTU Kakinada,

Currently working with Altimetrik India Pvt. Ltd, from November 2019 to and till date and also working with Blueware Technology and Service Pvt. Ltd from July 2015 to November 2019.

PROFESSIONAL EXPERIENCE:

Dealer Visit Tool (FORD)

Role: Admin/Developer

Duration: Nov 2109 to till date

Project Description:

DVT is a software product, Built on Force.com platform and this application was designed for Ford Reporting Tool. This involved sales/service Report using am charts, along with PDF generation and action plan creation.

Responsibilities:

- Worked on Salesforce1 platform to build Mobile App by enabling Lightning Components.
- Providing Business Solutions.
- Developed the Server side Functionality of multiply lighting Components.
- Involved the creating the usable Lighting Components.
- Created workflow rules and defined related tasks, time triggered task, email alerts, field updates to implement business logic.
- Designed and developed process Builders, Apex Class Controller Classes and Apex triggers for various functional needs in the application.

- involved in defining Roles, profiles, permission sets and page layouts.
- Configuration of QA Environment.
- Responsible to Load the Data in Sandboxes for Testing using Workbench/Data Loader.

Project : Evariant

Role : Sr. Salesforce.com Developer/Analyst

Provide an enterprise desktop service center solution to achieve an integrated constituent experience, a high quality of service, and align technology to simplify their experiences and business processes

Responsibilities:

- Requirement Gathering and Analysis, Task Analysis and Deriving Estimates, Finding business growth opportunities.
- Solution Design, Creating Functional Specifications, High level and Low Level Design, Test Plans, Code Reviews, Technical training and mentoring, Technical Input for building new work pipeline.
- Worked closely with Business Users in improving their business processes by suggesting the best practices that are possible through Salesforce.com- the world's first commercial Software as a Service (SAAS) application running in Cloud Computing Environment.
- Extensively worked with custom objects, custom fields, custom settings, page layouts, Workflow Alerts and Actions, Approval Process, Validation Rules.
- Worked on Salesforce.com Development by developing the presentation layer in Visual force and business logic in Apex Programming by creating/using the Classes, Triggers, Controllers, components, Batch Apex and Web Services API.
- Worked extensively in the creation of **public groups/wrapper groups, sharing rules** and settings.
- Involved in the **Modularization** of complex classes into smaller components.
- Involved in the creation of various **reusable visual force components**.
- Worked extensively on Administrative tasks like creating Profiles, Roles, Users, Page Layouts and updating the Permission sets for all the Profiles and Users.
- Have performed page layout customization, page layout assignment based on profiles and created custom links based on user requirement.
- Developed and configured various Dashboards, Custom Reports and Report Folders for different user profiles based on the need in the organization.
- Worked on bulk data migration from Excel, MS outlook and Legacy Systems to Salesforce.com using Workbench, Apex Data Loader and Import Wizard.
- Worked as a Scrum Master whenever required by conducting Daily Stand up Meetings, Conducting Show N Tell, Retrospectives and Setting Up meetings with Business Users for Requirement gatherings.
- Providing support to Day-to-Day issues.

Project: PFZIER

Role: Sr. Salesforce.com Developer

Responsibilities:

- Preparation of design documents of various silhouette application based on gathered requirement.
- Involved in coding for modules for all the Sub-Application of the **CRM application** which involves extending existing **SFDC** standard components using **Apex, Visual Force** and other utilities.
- Worked on various salesforce.com standard objects like **Campaigns, Leads, Accounts, Contacts, Opportunity, Forecast, Cases, Reports and Dashboards.**
- Implemented **Web-to-lead** to track and solve leads from the website.
- Created different **Workflow rules and Approvals** for various campaign processes.
- Designed, and developed the **Custom objects, Validation rules, Page layouts, Custom tabs, Components, Visual force Pages** to suit to the needs of the application.
- Designed, developed and deployed **Apex Classes, Controller Classes and Apex Triggers, packages** for various functional needs in the application.
- Integrated with **PeopleSoft FT** at the back end with **Salesforce** as User Interface and it is a bi-directional integration using **Informatica on demand.**
- Performed detailed analysis of business and technical requirements and developed the **Apex classes** using other Platform based technologies like **Visual force, Force.com IDE.**
- Developed and configured various **Reports** for different user profiles based on the need in the organization. Created email templates and inbound emails using Visual force for the clients and customers.
- Maintained data cleanliness and accuracy by adding custom validation rules, custom formulas, reports and dashboards.
- Extensively involved in Unit Testing using Test Methods using Force.Com utilities.
- Participated in the training sessions provided by the Salesforce team and support end users

Environment: Salesforce.com platform, Quotes, Role Hierarchies, Sharing Rules, Email Templates, Reports, Dashboards, Custom Objects, Custom Tabs, Email Service, Security Controls.

Project : Textron It Services

Client: Capataris, Bellevue, Washington

Role: Salesforce Developer

Responsibilities:

- Performed the roles of Salesforce.com Admin and Developer in the organization.
- Interacted with various business team members to gather the requirements and documented the requirements.
- Designed and developed SFA based Application on Force.com Platform in Salesforce.com environment with Apex programming language at backend and Visual-Force pages as user interface.
- Configured Sales Force Automation (SFA) for Campaign management, Opportunity Management, Account and Contact Management, Data Quality Management,
- Developed complex workflows and approval processes for automating business logic
- Used Force.com platform for developing feature rich and user friendly Visual force pages for enhancing Salesforce UI.
- Developed various Custom Objects, Tabs, Entity-Relationship data model, validation rules on the objects and tabs, Components and Custom links.
- Used Salesforce.com developer toolkit including Apex Classes, Controllers and Triggers, Visual force, Force.com IDE, Migration Tool, Web Services API.
- Configured federated login to ensure that single sign on is implemented across the company
- Enabled Salesforce connections between partner sales force orgs and the client's org.
- Created search layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.
- Used Salesforce Automation Process (SAP), Created workflow rules and defined related tasks, time triggered tasks, email alerts, field updates to implement business logic.
- Worked on Salesforce.com Application to Setup activities and customized the apps to match the functional needs of the organization.
- Created various Reports (summary reports, matrix reports, pie charts, dashboards and graphics) and Report Folders to assist managers to better utilize Sales force as a sales tool and configured various Reports and for different user profiles based on the need in the organization.

Environment: SalesForce.com CRM Application Platform, Apex Language, Visual Force, HTML, JavaScript, Custom Objects, Tabs, Workflows, Approval Processes, Email, Messaging, Dashboards, Reports, Eclipse, Sandbox, Production environment, SSO, Sfd2sfdc.