AKSHAY PAI

📞 +91-8904662246

✉ gknakshay@gmail.com

in linkedin.com/in/akshay-pai-4380977

🅢 gknakshay

SUMMARY:

- Over **5 years** of professional IT and **Salesforce CRM platform** experience.
- Experience in developing through all phases of the **development lifecycle** such as **Agile** from initial technical designs, implementation, testing to production deployments and support.
- Participated in design discussions with users, technical and functional stakeholders to analyze Salesforce.com functional, technical, integration and data needs and clarify, refine and document requirements.
- Worked on various Salesforce.com **standard objects** like **Leads, Accounts, Contacts, Opportunities, Reports and Dashboards etc.**
- Experience in Development and Administration of Salesforce.com CRM using **Apex Classes, Apex triggers, Visualforce**, **Lightening components, REST API.**
- Experience in Development and Administration of **Salesforce CPQ**.
- Experience in configuring and customizing of **custom objects, custom fields, Picklists, role based page layouts, Workflow Alerts and Actions, Approval Workflow**, **Validation Rules, Approval Processes, custom Tabs, custom reports, report folders**, report extractions to various formats, design of **VisualForce Pages, Dashboards** and **Email** generation according to application requirements.
- Experience in Salesforce.com development by developing the presentation layer in Visualforce and business logic in Apex using the **classes, standard controllers, custom controllers and controller extensions**.
- Proficiency in programming using **Apex Code, Visualforce pages, SOQL, lightening framework.**
- Excellent understanding Salesforce **security model**.
- Created **Permission Sets** against Profile level **CRUD** and **Field** permissions and associating it to right users.
- Great analytical ability to analyze and provide solution to issues of various complexities.
- Excellent **communication and interpersonal skills**, **technical documentation and reporting skills**.
- Accustomed to work in both **large and small team** environments and coordination with cross-functional teams.
- **Overall**: **Flexible, organized and dedicated** professional, eager to take on challenging tasks that utilize my knowledge and skill to the fullest, to join an organization which is employee oriented and where an individual grows with the company and has ample scope of learning.

CERTIFICATIONS:

- **Salesforce Certified Platform Developer I**
- **Salesforce.com Certified Administrator**
- **Salesforce Certified Sales Cloud Consultant**
- **Salesforce Certified Platform App Builder**

Project Title:	**Corporate systems - salesforce**
Industry/Client:	Morningstar Inc
Company Name:	Morningstar Inc
Team Size:	10
Duration:	From June 2018
Description:	Morningstar uses Salesforce for all its sales and service-related activities. It has a major impact on revenue generation process.
Environment:	Apex, Data loader, Visual Force, Salesforce CPQ & Informatica Cloud.
Roles & Responsibilities:	• Responsible for designing and developing new functionality using Salesforce point and click tools or Programmatical approaches. • Configuration and pricing of new products using **Salesforce CPQ.** • Analyzing the business requirements and providing best technical solution using Salesforce. • Creating automated processes to reduce the manual efforts. • Creating and monitoring data sync up jobs using Informatica Cloud. • Offshore point of contact for high priority escalations. • Bug fixing and code cleanups. • Functional testing, code reviews and release management of assigned Modules. • Handling issue/tickets raised by sales, service and finance teams.

Project Title:	**Professional Service Application (PSA)**
Industry/Client:	Tata Consultancy Services, USA
Company Name:	Tata Consultancy Services
Team Size:	6
Duration:	May 2017 – June 2018
Description:	Professional Service Application (PSA) is an application designed to maintain the resource and engagements details of TCS.
Environment:	Visual Force, Apex, Data loader.
Roles & Responsibilities:	• Responsible for designing and developing new functionality as per business requirements. • Reporting and dashboards creation as per the business requirements. • Designing and enhancing UI Pages using Visualforce. • Bug Fixing and Code Cleanup. • Handling issue/tickets raised by partners/end customers. • Functional testing of assigned Modules.

Project Title:	**Cisco Sales CRM application**
Industry/Client:	**Cisco systems, San Jose, USA**
Company Name:	**Tata Consultancy Services**
Team Size:	12
Duration:	March 2015 - May 2017
Description:	Cisco Sales CRM is an application designed to maintain Cisco partners /end customers sales details and their related data.
Environment:	Visual Force, Apex, Data loader.
Roles & Responsibilities:	• Responsible for designing and developing new functionality. • Bug Fixing and Code Cleanup. • Handling issue/tickets raised by partners/end customers. • Designing and enhancing UI Pages. • Functional testing of assigned Modules.

EDUCATIONAL QUALIFICATION:

Course /Degree	Year of Passing	University/Board	Percentage
Bachelor of Engineering in Information Science	2014	Visvesvaraya Technological University Gogte Institute Of Technology, Belgaum	70.36%
Pre-University college	2010	Pre-University College Board, Karnataka	76.16%
Matriculation (SSLC)	2008	Karnataka State Board	85.44%

PERSONAL DETAILS:

Name : Akshay Pai

Date of Birth : 5th May 1992

Gender : Male

Marital Status : Single

Nationality : Indian

Languages Known : English, Hindi, Kannada and Konkani.

Address : #207/1,ganjigadde,Chinnadkeri,Gokarna,Karnataka-581326.