

**Majed Quadri**  
Salesforce Admin/Developer  
Iqra Technology Aurangabad

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## Profile Summary

- I am Trainee experienced in Salesforce Administration and fresher in Development during my work, I have gathered knowledge about Security, User setup, Community Portal and End-user handling. I am looking for an organization where I can use all of my knowledge in a bigger and challenging environment.
- Hands on experience on Trailhead Playground having more than 95000+ thousand points, 100 badges and 7 Super Badges, Achieved Ranger rank.

## Experience:

Present project



**Trainies Management**

**Project from Client (DMG Events Middle East, Asia and South Africa)**



Direct Lead Assign to Agent & Lead owner Project DMG Events

## Academic Projects:

BE Project: Performance and maintenance of Petrol engine test rig.  
Diploma Project: Solar Water Spray

## Education & Credentials

**BE. Mechanical, Everest College of Engineering, Aurangabad (BAMU)**  
First Class with Distinction  
**Diploma in Mechanical Engineering, APS College, Selu, (MSBTE)**  
First Class

June 2017

## Business skills

- Business analytical skills
- SDLC methodologies: Waterfall methodology, Agile Scrum.
- Management Tools: MS Word, Excel, PowerPoint.
- Client communication, presentation and training skills
- Strong analytical thinking, high degree of self-motivation and creativity.
- Ability to bridge the gap between the different backgrounds of a multidisciplinary team.

## Technical Skills

Operating Systems	: Windows7, 8, 10, XP.
MS Office	: MS-Word, MS- Power Point, MS-Excel
Salesforce	: Administration and Developer : Salesforce CRM : Visual Force Page : OOP concept

## Job Profile (KRA):

- Organization setup: Company profile, Business hours and over all details.
- User setup: Setting up users, troubleshooting user issues, profile permissions & settings, permission sets, field level security, record types, new user creation, disable User, etc.
- Security & Access: OWD, roles & hierarchies, sharing rules.
- Custom Objects: Create and customizing Objects, Fields, Apps, Record type, Page layout
- Standard Objects: Better understanding of standard objects like Leads, Accounts, Contacts, Opportunities, Products & Price book, Reports & Dashboards.
- Data Management: Importing & exporting data.
- Reports & Dashboards: Created custom report type, worked with different type of reports & dashboards and Management Reports and Dashboards, Dynamic reports and dynamic dashboard, custom links of report etc.
- Automation: Workflow: Extensive experience in Automation like Workflows, Process Builder, and Validation rules for satisfying business process automation.
- Leads: Working on Leads project. A better understanding of the Web-to-Lead process. Used community portal for our users dealing with Leads.
- Cases Project: Setup Cases project for an Organization and manage all Cases settings for Email-to-Case.
- Handling live cases/issues facing end users on Lead, Opportunity, Report dashboard and other custom object used for client business requirement and standard functionality of Salesforce
- Training: Trained new employees and having experience of training up to 10 employees of Iqra Technologies at Aurangabad.
- Having experience of handling a team as a team leader for all support issues to end users.
- End Users: Interacted with National & International end users to support them via call, chat, email and Skype

## Achievements:

- Achieved 2<sup>nd</sup> prize in "TECHVRIDDHI" National level championship in Degree conducted by IIT Mumbai.
- Achieved 1<sup>st</sup> prize in Speech Competition on Republic Day in 12<sup>th</sup> class at District Level.
- Participated and won the prizes in drawing competition conducted by elementary and intermediate at school level.

**Extracurricular activities and On-line training:**

- Work as volunteer on IRW (Ideal Relief Wing) NGO.
- Industrial Knowledge of 5S, TPM, Kaizen, JIT, PDCA, Why Why analysis, FIFO, LIFO, Poke Yoke, Cost and Profit Center.
- Business & organization, Supply chain concept.
- **Linkedin Learning Courses**
- Strategic Planning Foundations | Program: PMI (Project Management Institute)
- Critical Thinking for Better Judgment and Decision-Making(Program: PMI)
- Communication Skill.

**Strength:**

- Positive Attitude
- Team Player
- Quick Learner

**Personal Details**

- Date of Birth : 06<sup>th</sup> July 1993
- Gender : Male
- Marital status : Single
- Nationality : Indian
- Languages Known : Hindi, English, Marathi, Urdu