



## **VARUN KONDA**

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### **SUMMARY**

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- 7 Years of experience in the **Salesforce.com CRM, Force.com Platform** developer and Administrator. Implemented Salesforce.com CRM full lifecycle using **Sales cloud, Service Cloud**.
- Implemented declarative programming using **Formula Fields, Validation Rules, Workflow Rules, Approvals and Actions like Email Alerts, Field Updates, Tasks and Outbound Message**.
- Strong experience in creating **Custom Apps, Custom Objects, Custom Fields, Applying Sharing Rules, Page Layouts, Search Layouts, Related List and Field Dependencies, Custom buttons**.
- Strong Salesforce administrative skills with creating/customizing **Profiles, Roles, Users, sharing rules, Lookup filters, Page Layouts, Search layouts, Validation rules, Email Services, Workflows, Approval process, Assignment, Escalation rules, Reports and Dashboards**.
- Experienced in **data modeling** with Salesforce standard, custom objects using **Lookup, Master-detail relationships** and **created Junction** objects for establishing **many-to-many relationships**.
- **Build Reports** using **Tabular, Summary, Matrix and Join reports**; created custom report types, developed Dashboards using the reports.
- Strong Experience in Salesforce security setup using **Profiles, Permission Sets, OWD, Role Hierarchy and Sharing Rules**.
- Expertise in development and customizations of Salesforce.com applications using **Process Builders and Visual Flows, Page Layouts, Workflows, Approval Process, Sharing Rules, Custom Buttons & links**.
- Developed and worked on the designs of converting Code to Clicks that involved conversion of Classes and Triggers into Process Builders and Visual Flows.
- Experience in writing queries using **SOQL** and **SOSL** in Apex Classes and Triggers.
- Good understanding of Salesforce Governor limits and experience in overcoming limitations in **Apex classes, Triggers, SOQL and Batch classes**.
- Good experience in configuring and working with Sublime Mavensmate and Eclipse IDE for custom development.
- Worked in an Agile SAFE Environment and with Teams both sized small and large.
- **Excellent communication and inter-personal skills**; accustomed to working in both large and small team environments.

## PROFESSIONAL EXPERIENCE

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**Senior Software Engineer - Salesforce** | 2017 – Present

**Cox Automotive [GA]**

**Responsibilities:**

- Performed the roles of Senior Salesforce.com Developer in the organization.
- Interacted with business users for requirements, analysis, design and development.
- Worked in agile methodology Process and Sprint System, supporting 5000+ users from different environments.
- Constructed junction objects and enabled various progressive fields like Validation Rules, Field Dependencies, Custom Formula Fields, Workflows, profiles, Picklist, Field Updates, Email Generation and Approval Processes for automated alerts.
- Was a part of development project where we wanted to implement Salesforce best practices and also replacing Code with Configuration.
- Implemented complex design Visual Flows with error handling which allowed replacing Technical Debt from our Organization easily.
- Developed Apex Classes, Controller Classes and Apex Triggers for various functional needs in the application.
- Designed Visualforce pages with Controller Classes, Java Script, CSS and AJAX functionality.
- Developed custom Price Books and products application and customized Products and Price Book using Visualforce page and custom controller.
- Used data loader for Insert, Update, and Bulk Import or Export of data to/from Salesforce.com.
- Developed web services using Salesforce.com Web services API to provide data for third party clients.

**Environment:** Salesforce.com CRM, Process Builder, VisualFlows, Apex Class, Trigger, Visualforce, Sales Cloud, CPQ, SOQL, Custom Objects, Custom Tabs, Workflow & Approvals, Reports, Security Controls, Eclipse IDE, Mavensmate, WSDL, REST, Test Classes, Windows XP.

**Software Developer** | 2015 – 2017

**Amerisoft Corporation [MI]**

**Responsibilities:**

- Written Apex Triggers and Classes for the Standard and Custom objects and written SOQL, SOSL queries to fetch the data from the Salesforce schema.
- Created Apex Test Classes for unit testing Apex classes, Trigger, Web Services and Batch classes.
- Generate Email Templates and also have knowledge in bulk emailing users.

- Delivered support for continuing Salesforce.com maintenance and additional administration services including workflow, approvals, process builder flows and periodic data cleansing.
- Advanced the Apex Triggers to safeguard the correct data entries in to the system.
- Created Tabs, Sharing Rules and Custom Objects as per the business needs.
- Shaped Dashboards and Reports as per the business needs.
- Implemented the developments of Custom Objects, Workflows, Triggers, Reports and Fields into the test and prod boxes to Sync with them.

**Environment:** Salesforce.com CRM, Reports, Security Controls, Eclipse IDE, MAVENS, WSDL, REST, Test Classes.

**Salesforce Administrator/Developer | 2014 – 2015**

**Comcast [NJ]**

**Responsibilities:**

- Setting Salesforce.com Application setup and customized the apps to meet organizational requirements.
- Implemented custom validation rules, roll-up summary fields, formulas fields, assignment rules, escalation and sharing rules for the application.
- Designed Account Management, Lead Management, Opportunity Management and Case Management.
- Used Force.com IDE for development for Visualforce Pages, Apex classes, Triggers and debugging and analyzing logs.
- Developed Workflow rules, Workflow Approvals, email alerts and field updates for business process.
- Developed Custom Objects, Custom Reports and configured the Analytic Snapshots to dump the data on regular basis for the sales performance and Lead generation statistics.
- Implemented the requirements on Salesforce.com Platform and Force.com IDE plug-in using Eclipse.
- Developed Apex Batch, Scheduled classes by implementing Batch, Schedulable interfaces to process large volumes of data.
- Used the sandbox for testing and migrated the code to the deployment instance after testing.
- Provided user support and bug fixing activities and performed with in SLA.

**Environment:** Salesforce.com, Apex, Visualforce, Workflows, Approval Process, Controllers, WSDL, SOAP, REST, Web services, Batch, Schedule classes, Sandbox, Data loader, Java Script, HTML, CSS, Eclipse Force.com IDE, J2EE, Windows XP.

**Responsibilities:**

- Performed the roles of Salesforce.com Developer and Admin in the organization.
- Setting.com Application setup and customized the apps to meet organizational requirements.
- Designed Account Management, Lead Management, Opportunity Management and Case Management.
- Implemented custom validation rules, roll-up summary fields, profiles, permission set, formulas fields, assignment rules, escalation and sharing rules for the application.
- Involved in Salesforce.com application declarative activities like creating Users, Roles, Profiles, Permission set, Sharing rules, Field-level security and Page Layouts.
- Developed Custom Objects, Custom Reports and configured the Analytic Snapshots to dump the data on regular basis for the sales performance and Lead generation statistics.
- Used data loader for Insert, Update, and Bulk Import or Export of data to/from Salesforce.com.
- Implemented minor enhancements on standard objects including Campaigns, Leads, Accounts, Contacts, Opportunities, and Activities.
- Involved in data migration tasks for moving data from different business sources into Salesforce.com.
- Load/Manage the data using Apex Data Loader and Excel Connector.

**Environment:** Salesforce.com, Apex, Visualforce, Workflows, Approval Process, Controllers, WSDL, Web services, Batch, Schedule classes, Sandbox, Data loader, CSS, Eclipse Force.com IDE, Windows XP.

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**EDUCATION**

**M.S. in Engineering** (GPA: 3.5) | San Jose State University, California, USA.

**B.S. in Engineering** (GPA: 3.8) | Jawaharlal Nehru Technological University, India

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**CERTIFICATIONS**

Salesforce Certified Administrator  
Salesforce Certified Advanced Administrator  
Salesforce Certified Platform Developer -I  
Salesforce Certified Platform Developer -II  
Salesforce Certified Platform App Builder  
Vlocity Certified Developer  
Vlocity Certified CPQ Administrator  
Mulesoft Certified Administrator – Integration and API Associate.