AmitPatil

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Summary

I am a passionate Salesforce Developer with around 7 years of practical experience in creating, evaluating, and implementing adaptable and efficient solutions within the Salesforce.com CRM platform. My expertise lies in Salesforce Configuration, Data Migration, Deployment, Customization (APEX, Aura, LWC, VF, Trigger), JavaScript, Salesforce Integration and SOQL, making me highly skilled in these areas.

Certifications

- Salesforce.com - Sharing and Visibility Architect
- Salesforce.com - Platform Developer II
- Salesforce.com - Platform Developer I
- Salesforce.com - App Builder
- Salesforce.com - Associate

Skill Set

All the skill set that I have listed below is what I have developed with the Hands-on experience SFDC

Skill	Level
Salesforce CRM	▓▓▓▓▓▓▓▓▓░
APEX, VF, SOQL, SOSL, Aura, LWC	▓▓▓▓▓▓▓▓▓░
APEX Data Loader, Workbench	▓▓▓▓▓▓▓▓▓▓
Triggers, Workflow Rules, Process Builder, Flow	▓▓▓▓▓▓▓▓▓░
Reports and dashboards	▓▓▓▓▓▓▓▓▓▓
Deployment using VS Code and Scratch Org	▓▓▓▓▓▓▓▓▓░
SOAP/REST API, Tooling API, Metadata API	▓▓▓▓▓▓▓▓░░

Work Experience

Senior Salesforce Engineer – Zenex Partners (Client Coinbase)   **Aug 2023 – Sept 2023**

✓ **Asset Review Management –**

Coinbase Project – This project aims to develop a custom asset review application in Salesforce and migrate the existing functionality from legacy application to Salesforce. The primary purpose of this project is to oversee the review process for a variety of digital assets before they are listing on the Coinbase platform.

Role: Senior Salesforce Engineer (Contract)

Responsibilities:

- Analyzed the data model used in the legacy system and replicate it within Salesforce.
- Migrated data from the legacy system to Salesforce.
- Implemented the integration of the CoinMarketCap API with Salesforce.

Software Development Engineer 3 – **Groupon**   **Jan 2022 – July 2023**

✓ **Salesforce CRM, Deal Backbone, and Merchant Onboarding (Groupon)**

Groupon utilizes Salesforce to a great extent for its CRM functionalities, which include managing Groupon deals (opportunities) and merchant accounts. The entire project encompasses all aspects of functionality, including Lightning migration, integrations, and other sales cloud features such as HVS, Omni-channel etc.

Role: Lead Salesforce Developer

Responsibilities:

- Enhanced the Groupon deal management process by creating and executing Salesforce solutions
- Conducted maintenance activities such as field cleanup, data backup, and code optimization
- Collaborated with various teams to design intricate data models within Salesforce.com, ensuring business comprehension
- Contributed to the specification and design of business requirements
- Took part in a Lightning Migration project

Senior Software Engineer- **Philips**   **April 2020 – Dec 2021**

✓ **Customer Success Management App (CSM)**

CSM is an App to see 360-degree view of customer which monitors the health of customer's product, measure the KPIs at each stage of the customer journey, setting up a success plan etc.

Role: Salesforce Developer

Responsibilities:

- Involved in Design Discussion with technical lead and business analyst
- Demoed end-to-end functionalities to business stakeholders and product owners
- Worked with Apex Classes, Triggers, Aura Components and Lighting web components for meeting the Requirements
- Maintained code coverage at a high percentage and followed coding best practices

✓ **Sleep and Respiratory Care (SRC)**

Complete solution to implement collaborative forecasting of SRC products which includes target/quota uploads of each SRC products, generate opportunities also developed Activity management and Case Management functionality for SRC business.

Role: Lead Salesforce Developer

Responsibilities:

- Involved in tech lead activities to review the requirements and provide the solution approach
- Demoed end-to-end functionalities/POC to business stakeholders and product owners
- Worked on both configuration and customization to meet the business requirements

Software Engineer – **Philips**   **July 2017 – March 2020**

✓ **M2O Channel CRM (cCRM- Sales Cloud)**

This project is developed on B2B sales cloud platform, and this is solution for Account, Contact, Lead and Opportunity management and other core CRM functionalities. This project also transforms the entire sales organization at Philips into a harmonized way of working across sectors and markets. This is a

global market application implemented for cross-sector and cross-market business users.

Role: Salesforce Developer

Responsibilities:

- Involved in Admin Activates like Profiles, Sharing etc. required for the Projects
- Worked majorly on Apex Classes, Triggers, Process Builders, Workflows
- Demoed end-to-end functionalities to business stake holders and product owners
- Debugging the code to identify issues and improve performance of the platform

✓ **Salesforce Platform Accelerator Tools**

Developed multiple accelerator tools to check the sales cloud platform health such as code coverage, apex character used by teams, custom field utilization, compare multiple profiles and permission set etc.

Role: Full Stack Salesforce Developer

Responsibilities:

- Developed and tested all the tools individually using Java and Salesforce integration
- Took ownership to enhance and maintain all the accelerator tools
- Closely worked with platform leads/architects to analyze Salesforce platform overall health

SDE Intern- **Philips**   **June 2016 – July 2017**

Responsibilities
- Learnt the basics of Salesforce through trailheads
- Understood Agile methodology and Release management process
- Understood CICD process and tools like Jenkins, Azure DevOps etc
- Worked with platform team to Track and maintain all the required technical documents

Academics

- Master's in computer science and Engineering VIT University, Vellore   **June 2015 - May 2017**
- Bachelor of Engineering in Information Technology MIT University, Pune   **June 2011- May 2014**
- Diploma in Computer Technology Sinhgad College, Pune   **June 2008 - May 2011**

Achievements

- Secured first runner-up in Groupon's Ideathon event.

- Recognized for "Eager to improve and inspire" behavior by the Philips Global IT team for the contributions to the Kaizens and recognized my Kaizenas "Kaizen Star".
- Recognized Philips behavior "Team up to win" for successfully mentoring the new joiners and Interns.
- Peer to Peer Recognition Award, as I owned the B2B Salescloud platform activities.
- Actively participated in Philips Hackathon
- Qualified GATE examination in 2015

Publications

- Efficient Resource Management in Cloud Computing   (IJET2016)
- A review on Service-Oriented Software Engineering   (IEEE2016)
- Comparative study of cloud platforms to develop a Chat-bot   (IJET2017)