Mohana Rao G

Key Technical Skills & Knowledge

- Salesforce.com
- (Configuration and Customization)

Domain Expertise & Solutions

- Customer Relationship Management

Total Experience:
2 years 9 months

RANGER

Profile Summary

A highly motivated and result focused Engineer with experience in **CRM** Domain with 2 years 9 months in SFDC. Proficient in performing under demanding and diverse professional environment. Looking forward for a challenging position/ assignment in a growth-oriented organization in software development.

TECHNICAL SKILLS

CRM	Salesforce.com
Salesforce.com Technical Areas	**Configuration :** Workflows, Process Builder, Approval Process, Validations, Custom Formula Fields, Record Types, SOQL, SOSL, Data Security Concepts like Sharing Rules, OWD Settings, Lead Management Concepts like Lead Conversion Process, Web to Lead, Reports and Dashboards **Customization:** Apex Triggers, Visual Force, Batch Classes and Test Classes **Deployment** : Change Sets
RDBMS	SOQL, SOSL,SQL
Programming Languages	Apex, Java
Operating Systems	Windows, Linux
Tools	Data Loader, Work Bench

EDUCATIONAL QUALIFICATIONS

- **M.Tech(Computer Science Engineering)** from JNTU University,in the year 2017.
- **B.Tech(Computer Science Engineering)** from JNTU University, in the year 2015.
- **(Diploma)** from State Board of Technical Education and Training in the year 2011.
- **10th(S.S.C)** from State Board of Secondary Education, in the year 2008.

Work Experience

Working as **Salesforce Developer With Venolin Technology Pvt.Ltd** From February 2018 to till Date**.**

SYNOPSIS

- Good understanding of Salesforce.com and its Development Life Cycle on Agile methodology as well as in SDLC .
- Good experience over creating workflows, approval processes, validation rules and sharing & security rules .
- Working knowledge in generating Reports, Dashboards, customized reports and analyzing the data in Salesforce.
- Experienced in Client handling, handling the Customers and End users effectively.
- Consistently exceeded organizational expectations with exceptional planning, and analytical skills and the ability to work in cross-cultural and multi-ethnic environments.
- Good Experienced in implementing **Salesforce Best Practices.**

Assignments :

Project#1

Project:	Event Management System
Environment:	Force.com platform
Role:	Salesforce Developer

Project Description :

Event Management Organization Conducting Events Major Cities in India For Medium Scale Industries to Large Scale Industries. Maintaining Data From Lead Generation To Opportunity Creation, Maintaining Sales Application For Sales People and Project Management for Higher Role.

Roles and Responsibilities:

- Worked as salesforce developer for both configuration and customization Able to suggest suitable and effective data model for the application.
- Participated in the business Requirement meetings.
- Developed various Custom Objects, Tabs, Components and Controllers.
- Responsible for Creation of Workflows and Validation Rules and Approval process.
- Interacted with various business user groups for gathering requirements during project work.
- Created workflow rules and defined related tasks, email alerts, field updates to implement Business logic.
- Involved in Salesforce.com Application Setup activities and customized the apps to match the Functional needs.
- Developed Apex Classes, Controller Classes, Test Classes and Apex Triggers for various.
- Used the sandbox for testing and migrated the code to the

deployment.
- Involved in UAT, Bug fixing and Go-live.
- Deployed From Sandbox To Production Using Change set.

Project#2

Project:	Roof Top Business Sales
Environment:	Force.com platform
Role:	Salesforce Developer

- **Project Description :**
  Roof Business, Maintaining Data in CRM, Lead Generation to Product Delivery. Providing Services From Product Sales To Service Providing.

  Roles and Responsibilities:
- Worked as salesforce developer for both configuration and customization Able to suggest suitable and effective data model for the application.
- Participated in the business Requirement meetings.
- Developed various Custom Fields, Components and Controllers.
- Responsible for Creation of Workflows and Validation Rules and Approval process.
- Interacted with various business user groups for gathering requirements during project work.
- Created workflow rules and defined related tasks, email alerts, field updates to implement Business logic.
- Involved in Salesforce.com Application Setup activities and customized the apps to match the Functional needs.
- Used the sandbox for testing and migrated the code to the deployment.
- Involved in UAT.
- Deployed From Sandbox To Production Using Change set.

Project#3

Project:	Legal Solutions To Clients
Environment:	Force.com platform
Role:	Salesforce Developer

- **Project Description :**
  Legal Solutions To Clients, Maintaining Data in CRM, Lead Generation to Legal Services And Solutions To Clients.

  Roles and Responsibilities:
- Worked as salesforce developer for both configuration and

customization Able to suggest suitable and effective data model for the application.

- Participated in the business Requirement meetings.
- Developed various Custom Fields, Components and Controllers.
- Responsible for Creation of Workflows and Validation Rules and Approval process.
- Interacted with various business user groups for gathering requirements during project work.
- Created workflow rules and defined related tasks, email alerts, field updates to implement Business logic.
- Involved in Salesforce.com Application Setup activities and customized the apps to match the Functional needs.
- Used the sandbox for testing and migrated the code to the deployment.
- Involved in UAT.
- Deployed From Sandbox To Production Using Change set.

Personal Information:

Date of Birth   : 25th August 1992
Language Known   : English, Telugu
Email   : gottapumohan@gmail.com
Contact #   : 7036040035

 I hereby declare that all the information provided is true to best of my knowledge.

MOHANA RAO G.