<div align="center">**CURRICULUM VITAE**</div>

Vinit Kumar Singh

Add: Sr.No.40 Galli No.01 Kalepadal, Hadapsar Pune- 411028

Mob: +91-9028269350

Email: mr.vinitkumarsingh@gmail.com

Career Objective:

7 years of experience in the IT industry with Salesforce.com and Customer Relationship Management (CRM) process Knowledge of SFDC - Admin is a plus for hands on implementation and troubleshooting Extensive experience in designing validation rules, custom objects, custom fields, role based page layouts, workflow alerts & actions, pick lists, approval processes, record types, dashboards, custom tabs, custom reports, report folders, report extractions to various formats, and email generation according to application requirements.

Experience Summary:

- Worked as Senior Software Engineer- SFDC BA with Tech Mahindra Sarada Center Pune since Aug 2022 to Till Now in AT&T - CCRM

- Worked as Senior Salesforce Business Analyst with Venedors Tech Hadapsar Pune since Feb 2018 to Aug 2022 in Marketing Domain.

- Worked for 2 Year as Senior Front-end Developer with WordPress Developer with Future Five Media Magarpatta DC Pune since Jan 2016 to Jan 2018 in E-commerce Domain.

- Worked for 1 Year including 6 Months Industrial Trainee & Web Developer with Solar Solution Wagholi Pune since Jan 2015 to Dec 2015 in Website Development.

Brief Profile:

- Created Custom objects and fields- Leads, Marketing, Campaign, Dashboard, Sales, and Account etc.

- Configured security and organizational hierarchy for sales for Salesforce implementation.

- Customized page layouts for Salesforce standard and custom objects.

- Configured Reports for custom objects and associated them to Dashboard.

- Involved in Design and development of Workflows rules, triggers, validation rules and other customizations with Salesforce.

- Administered Salesforce CRM applications for Sales, Marketing and Support Departments. Involved in creating multiple analytical reports, with varying degree of complexity.

- Responsible for all the activities related to configuring Data Loader, uploading data in CSV files into salesforce.com, checking for integrity of the data.
- Customized agile methodology in a service based, reverse mortgage specialized for seniors.
- Analyzed the business processes for the three divisions in the organization that are using sales force.
- Redesigned the old sales force architecture to new design based on best practices.
- Organized business and end user meetings for discovery, business needs gathering and gap analysis.
- Focused on Cycle time reduction during the process between the leads through opportunities, processing, funding, underwriting and till post-closing.
- Set up visibility securities like roles, profiles, field level securities. Set up person accounts in sandbox.

Key Skills:
- Technologies- HTML5, CSS3, Bootstrap, Python
- BA Tools- Power BI
- CRM Tools- Salesforce (Marketing Cloud, Sales & Service Cloud)
- Database – MySQL
- Content Management System- WordPress
- Office Tools- MS-Excel, Outlook

Educational Details:
- Master of Business Administration (MBA) Dual Specialization in Business Analytics & Finance from IICMR Nigdi, (Pune University), Erode in 2021 with (74.00%).
- Master of Computer Application (MCA) from Morden College of Management, (Pune University), Erode in 2014 with (64.43%).
- Bachelor of Computer Application (BCA) from VIIT Baramati, (TMV University), Erode in 2011 with (67.00%).
- XII (Sci.) from Shri D.I. College (Allahabad Board), Erode in 2008 with (62.00%).
- X (Sci.) from K.I. College (Allahabad Board), Erode in 2006 with (73.84%).

Project Portfolio:

➢ **Life Button24**

Website: https://www.lifebutton24.com

Framework: WordPress, Authorize.Net Payment Gateway.

Purpose: This project is related to add the emergency services for college students, medical emergency. Users can register themselves or they can also add their family members; User can purchase any of the following plan, Monthly, Half-Yearly, Yearly. The payment will be processed using Authorized.Net Payment Gateway provider.

Role & Responsibility: Design & Develop with Plugin Integration (Team Size - 4)

➢ **Audience Generation**

Website: https://www.audiencegeneration.com

Framework: Code Igniter, CSS/CSS3, Bootstrap2, Bootstrap3, jQuery.

Purpose: This is more of custom CMS, this is mainly for medical and health care domain, for Taking test and generating certificates giving them credit hours. In this an admin will enter Different kind of activities, they can be either free of premium. A doctor or students can register Themselves and give the test. In Admin panel there is a full control. How many users have taken? The test and what were their answers or comments?

Role & Responsibility: Only Handel Front-end part for designing (Team Size - 9)

➢ **Finance Genius**

Website: http://www.financegenius.com

Framework: Custom CodeIgniter integrated with Symphony Libraries, Bootstrap, HTML5, jQuery.

Purpose: This project is related to Loan Origination Software covers all type of vehicles loan, In Which an applicant apply for loan along with he can add at max 3 more applicant while taking the Loan, then system will process the details and manage the state of application.

Role & Responsibility: Only Handel Front-end part as per client requirements (Team Size - 6)

MBA Summer Internship Project

➢ **Title**: Stock Price Trend Forecasting using Supervised Learning Methods.

Purpose: The fluctuation of stock market is violent and there are many complicated financial indicators. However, the advancement in technology, provides an opportunity to gain steady fortune from stock market and also can help experts to find out the most informative indicators to make better prediction. The prediction of the market value is of paramount importance to help in maximizing the profit of stock option purchase while keeping the risk low. The next section of the paper will be methodology where we will explain about each process in detail. After that we will have pictorial representations of the analysis that we have made and we will also reason about the

results achieved. Finally, we will define the scope of the project. We will talk about how to extend the paper to achieve better results.

Role & Responsibility: Data Pre-Processing, Feature Selection and Feature Generation and Analysis

Personal Details:

➢ **Date of Birth** :29th November 1992
➢ **Fathers Name**: Rampravesh Singh
➢ **Language Proficiency**: English, Hindi & Marathi
➢ **Marital Status**: Single
➢ **PAN Card No**: DDXPS1142C
➢ **Passport No**: N8893375

Declaration:

I hereby declare that all the information furnished above is true to the best of my knowledge and belief.

Date: (**Vinit Kumar Singh**)

Place: Pune