

**ASHISH VARMA**

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**Career Objective:**

Seeking a challenging position in software development that utilizes the best of my knowledge while providing scope for growth and learning to keep pace with rapid technological developments in the field of software technology.

**Profile:**

* Total of **4.5 years** of experience in Salesforce.com technology.
* Holding certification: **Salesforce Certified Platform Developer I, Einstein Analytics Advanced Certification**
* Expertise in Einstein Analytics (Wave Analytics) development.
* In depth knowledge on Einstein Dataflows, Recipe, Transformations, XMD, JSON, Dashboard development, SAQL, etc.
* Expertise in implementing SAQL, Bindings, JSON code implementations.
* Have Good knowledge in Salesforce CRM.
* Have a good understanding of Standard Objects and Custom Objects and Relationships.
* Understanding of complex SOQL Queries.
* Able to create interactive pages using Visual force, HTML, JavaScript.
* Able to customize Page layouts, Search layouts and create Record types.
* Have good hands on in Validation rules, Workflows rules, Reports and Approval process.
* Able to create and give access to various Profiles and Permission set according to business requirements.
* Have good hands on experience on Apex classes, Test classes and Triggers.
* Have hands on experience in following best practices in development to overcome limitations.
* Invoking Callouts Using Apex, aware of SOAP, REST.
* Strong development skills in Apex Bath Job and Future Job.
* Have good hands on Apex Data Loader tool which is used for data migration.
* Experienced in integration of Salesforce.com with external applications (private cloud servers, external database systems like **Oracle EBS, Insite**) as by using ETL tool **IBM WebSphere Cast Iron.**
* Aware of **Zuora system** for billing.
* Knowledge of **Q2C, CPQ.**
* Aware of **Heroku** integration with Salesforce.
* Aware of **ANT** migration tool.
* Analyse requirements, provide suggestions, document design, develop code and perform unit test on the force.com platform.
* Good communication, Presentation and Interpersonal skills with excellent problem-solving ability.

**Technical Skills:**

Languages : Apex, PHP, SAQL

Web Technologies : Visualforce, HTML, CSS, JavaScript

Operating Systems : Windows XP/7/8/10

Database : Force.com, Oracle, MySQL

Version Control : CVS

Other tools : Eclipse, Force.com console, pgAdmin, SQL Developer

**Academics:**

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| **Degree** | **Year** | **Board/University** | **Percentage** | **Class** |
| PGDAC | 2014 | MET IIT BANDRA, Mumbai | 74% | First Class with Distinction |
| B.Tech.(CSE) | 2013 | Dr. BAMU University | 75% | First Class with Distinction |
| HSC | 2009 | Maharashtra Board | 77% | First Class with Distinction |
| SSC | 2007 | Maharashtra Board | 89% | First Class with Distinction |

**Certification:**

* **Salesforce Certified Platform Developer I**
* **Einstein Analytics Advanced Certification**
* **PG-DAC (CDAC)** from MET IIT BANDRA, Mumbai with **A** (First Class with Distinction) grade.

**Current Organization**: Emtec Technologies Pvt Ltd, Pune.

**Designation**: Software Engineer

**Working from**: August 2017

**Project Details:**

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| **Project** | UoM Einstein Analytics |
| **Duration** | 2 months |
| **Technology** | Einstein Dataflow, SAQL, Bindings, JSON, XMD. |
| **Client** | University of Michigan |
| **Description** | This project is to identify multiple type of services subscribed by university alumni’s and present them in a visualize manner. Alumni’s subscribes to different services from different social platforms, official website and even form multiple campaigns. Dashboards are developed to see Sales Orders, Campaigns, Renewals information. |
| **Role** | Software Developer |
| **Responsibilities** | * Collecting business requirements and Technical Documentation. * Created multiple dataflows to augment different applicable datasets for required dashboards. * Created dashboard to visualize revenue KPI’s from Sales Order, Invoices, Receipts objects. * Created widgets to display membership charts, membership flow, tabular summary details. * Created Campaign dashboard to display total associated members, members who actually buy different items, members who did not buy any items, widgets on geo location to visualize sales orders. * Created widgets for members who did renew their older subscription, members who upgraded from previous subscriptions, members who downgraded from previous subscriptions, subscription flow between upgraded and downgraded subscriptions, members summary details. * Minor XMD changes. * Unit Testing and Development support changes. |

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| **Project** | Danfoss |
| **Duration** | 2 months |
| **Technology** | Einstein Dataflow, SAQL, Bindings, JSON, XMD. |
| **Client** | Danfoss |
| **Description** | This project was mainly to customize standard Sales Analytics App in Einstein Analytics. It also includes multi-currency approach implementation on all the dashboards. Logged in user will be able to see all the measure related metrics in their default currency and also can be able to select any currency from a custom picklist filter. |
| **Role** | Software Developer |
| **Responsibilities** | * Collecting business requirements. * Sales App dataflow modification to include required fields and calculate few computed fields as per business requirements. * Modifying multiple dashboards to replace certain filters and widgets as per business requirements. * Replaced standard quota implementation with company targets and modifying dashboards to include those targets. * Multi-currency implementation pending. * Minor XMD changes. * Unit Testing and Development support changes. |

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| **Project** | JR Automation |
| **Duration** | 2 months |
| **Technology** | Einstein Dataflow, SAQL, Bindings, JSON, XMD. |
| **Client** | JR Automation Technologies, LLC |
| **Description** | Project deals with custom dashboard implementation in Einstein Analytics to track business Promotion Rate and Days in Stage based on Opportunity stage movement. JR already had Salesforce implementation which handles their business in manufacturing and distributing their products in different industrial sectors. The main idea was to create a dashboard to show widgets to show Revenue conversion and aging metrics among different stage movement. |
| **Role** | Software Developer |
| **Responsibilities** | * Collecting business requirements and creating solution design document. * Dataflow creation to fetch Opportunity History object and other associated custom objects. * Create multiple computed fields to calculate first/last lookup records and their required fields associated to an Opportunity. * An opportunity moved from one stage to another multiple times thus created computed fields in dataflow to calculate first and last occurrence in a given stage. * Created dashboard using SAQL to display business term Promotion Rate i.e. amount moved from one stage to another. * Created widget using SAQL to display days is stage an opportunity stays while moving from one stage to another. * Toggle was developed to select an Opportunity stage and dynamically applicable stage was passed on dashboard to display Promotion Rate and Days in Stage for selected stage. * Toggle was developed to display Promotion Rate based on Amount and Opportunity Count i.e. Weighted Promotion Rate and Count Base Promotion Rate. * Minor XMD changes. * Unit Testing and Deployment. |

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| **Project** | Energizer |
| **Duration** | 6 months |
| **Technology** | Einstein Dataflow, Recipe, Complex SAQL, Bindings, JSON, XMD. |
| **Client** | Energizer Holdings, Inc. |
| **Description** | This project mainly dealt with creating multiple Scorecards for different retailers which sale their battery products. Surveyor’s use to visit multiple retailers and collect different applicable answers to the Survey’s questions. The data is then loaded in Einstein Analytics to perform transformations and calculate multiple different metrics and analyse their sales performance. |
| **Role** | Software Developer |
| **Responsibilities** | * Collecting business requirements and analysing technical implementation approach. * Implemented complex Dataflows that excluded use of ETL tool which help Client in huge cost optimisation. * Dataflow creation to transform and augment multiple datasets to fetch applicable question dynamically. * Snapshot weekly dataset using Dataflows. * Dataset recipe implementation. * Created multiple dashboards with SAQL, KPI’s, bindings, dynamic filters, XMD and JSON changes. * Implemented Dashboards to analyse, display KPI’s and widgets for POS (Point of Sales) data of a given retailer. * Implemented Dataflow for POS data clean up. * Unit Testing and Development change support. |

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| **Project** | ImageTag |
| **Duration** | 2 months |
| **Technology** | Apex, Visualforce Pages, Process Builder, CPQ. |
| **Client** | ImageTag, Inc. |
| **Description** | This project handles business process to sell products by KwikTag. This was mainly managed by Salesforce CPQ Package installed. This project included configuration to enhance feature provided by CPQ to automate their revenue calculation based on different products. Custom quote template were developed to replicate with legacy quotes generated from their internal product. |
| **Role** | Software Developer |
| **Responsibilities** | * Collecting business requirements and analysing technical implementation approach. * Developed custom Quote Templates using Apex, Visualforce Page and XLS-FO. * Created Price Rule and Product Rules as per product type based on different business requirements. * Implemented Process Builder to evaluate certain business rules and set values of certain fields. * Unit Testing, Deployment and Development change support. |

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| **Project** | Dominos |
| **Duration** | 6 months |
| **Technology** | Apex, Visualforce Pages, Process Builder, Email Alerts, Custom Settings. |
| **Client** | Domino's Pizza, Inc. |
| **Description** | This project deals with ability to calculate Dominos Measure of Success (MOS) to visualize the different metric related to stores/outlets opened on time, approved sites, number of stores signed, lease executed, stores opened in specific period. A customized Home Page component was created including customized Tasks/Activities sections for custom object Store Project and other standard objects and also sections to include above MOS metrics. This also included multiple business automations to update multiple fields based on different criteria’s and send notifications to regional distribution leaders. |
| **Role** | Software Developer |
| **Responsibilities** | * Collecting business requirements and analysing technical implementation approach. * Created a Home Page component using Visualforce page to display Activities/Tasks for all objects other than Store Projects and also new section for custom object Store Project with different custom date ranges. * Implemented Apex class and Visualforce page to display multiple matrix sections to calculate Measure of Success for Dominos Stores/Outlets. Store counts were mainly used to calculate the multiple metrics which had different calculation and business logic. All the metrics were displayed by Region and Distribution Leaders. * Used Custom Settings to maintain goals for different MOS metrics for each Region and Distribution Leader for multiple Fiscal Years. * Implementing Test Class and following Apex best practices. * Implemented multiple Process Builders, Email Alerts to send notifications to Regional Leaders and also specific Distribution Leaders when certain criteria are met. * Unit Testing, Deployment, Development change support, Technical Documentation. |

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| **Project** | TravelClick |
| **Duration** | 12 months |
| **Technology** | Apex Classes, Apex Triggers, Batch Apex, Test Classes, Visualforce, Workflow rules, Heroku, Data Loader, Heroku, ETL Tool, REST, SOAP, other admin configurations. |
| **Client** | TravelClick, USA |
| **Description** | This project is intended to address the various concerns with the existing process and to optimize and enhance the business. The major features involved in the project are as follows:   * Integration with Heroku. * Integration with Oracle EBS and Insite database. * Currency Conversion. * COLA implementation:  Cost of Living adjustment process. * Opportunity renewal process. * Amendment feature and its impact on the Quote process. * Estimated sales value feature. * Bundle products implementation and its business details. |
| **Role** | Software Developer |
| **Responsibilities** | * Implemented POC for Salesforce Integration with Heroku. * Implemented many Orchestration to Integrate with Oracle EBS and Insite for various business requirements. * Implemented the calculation for COLA using Apex classes and Triggers. * Implemented Visualforce pages, Apex classes to achieve custom approval process. * Implemented Data Validation rules and Formulas as per business requirement. * Implemented Apex Batches to bulk clean Org data of up to 50GB. * Implemented Apex classes and Trigger for renewal opportunity process. * Implementing Test Class and following Apex best practices. * Implemented Workflow rule to send Outbound message to send to other external system. * Implemented CI orchestration for renewal process, for currency conversion. * Provided maintenance and resolved COLA production issue. * Monitoring the WMC to ensure CI jobs run without any error. * Used Data export, Data Loader to back up whole Org data for around 150GB. * Using ANT to maintain orgs Metadata at regular interval. * Implemented Ajax Toolkit in Visualforce pages. * Unit Testing and Technical Documentation. |

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| **Project** | Invitation Homes |
| **Duration** | 8 months |
| **Technology** | Apex, Permission sets, Profiles, Roles, Sharing setting, User Creation, Approval  Process, Reports, Dashboards, Data Loader and Other admin configurations |
| **Client** | Invitation Homes |
| **Description** | Invitation Homes offers high-quality homes for lease in desirable  neighbourhoods across America. As the nation’s premier home leasing company,  they help residents live life on their own terms. |
| **Role** | Software Developer |
| **Responsibilities** | * Assigning desired permission sets to different users based on various requirements. * Using Data Loader tool to update, insert bulk records. * Scheduling and maintaining weekly data export of Org. * Implemented various standard, custom, visualforce page reports and dashboards. * Providing various access permissions to users using Sharing Settings, Permission sets * Resolving various production issue cases and providing production support for client * Implemented Validation rules, Workflow rules, Approval Process |

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| **Project** | Qantas Loyalty |
| **Duration** | 8 months |
| **Technology** | Apex, Visualforce, SOQL, Data Loader, Reports, Dashboard, other admin  Configurations |
| **Client** | Qantas Airways |
| **Description** | Qantas Airways is the flag carrier airline of Australia and its largest airline by fleet size, international flights and international destination. Qantas has a 65% share of the Australian domestic market and carries 14.9% of all passengers travelling in and out of Australia.  Application handles reports and dashboard for this business. Many standard, custom and Visualforce reports were Implemented. |
| **Role** | Software Developer |
| **Responsibilities** | * Implemented multiple Reports and Dashboards * Using Data Loader tool to update, insert bulk records. * Scheduling and maintaining weekly data export of Org. * Implemented validation rules, Workflow rules, Approval Process * Implemented multiple pages using Visualforce tags * Implemented various reports with different chart types implementing Visualforce charting. |

I hereby declare that the above particulars are true to best of my knowledge.

Given an opportunity, I assure you to put in my efforts to the best of my abilities, to achieve the satisfaction and expectations of the Organization.

Yours truthfully, Ashish Varma