SHUBHAM SARBARIYA

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SUMMARY

Salesforce Administration, Salesforce Platform Developer-1(PD-1) And Lean Data Certified with 3 Years 2 Month of experience in designing, developing and implementing Salesforce solutions. Proven ability to analyse business requirements and translate them into technical specifications. Strong background in Apex, Visualforce, Lightning Web Components, with a focus on enhancing user experience and driving operational efficiency.

WORK EXPERIENCE

December -2021 - Present

Agreeya Solutions PVT. LTD.

Client : Avalara Technologies PVT. LTD.
Role : Software Engineer

- Conduct Salesforce developement using Apex, LWC, Visualforce, JavaScript and Triggers.
- Manage projects through JIRA & Git for version control and Agile methodologies.

Location: Pune, Maharashtra

September -2021 - December- 2021

Agreeya Solutions PVT. LTD.

Client : Avalara Technologies PVT. LTD.
Role : Trainee Software Engineer

- Assisted in Salesforce developement, including reports and dashboards with tools like ZoomInfo and Outreach.

Location: Pune, Maharashtra

January- 2021 - June-2021

Avalanche infotech Pvt. Ltd. (Internship)
Role : Java Developer (Intern)

- Assisted in Java Application Development using Java, SQL, JavaScript, Spring, HTML & CSS.

Location: Indore, Madhya Pradesh

SKILLS

- **Salesforce Automation :-** Workflow, Process Builder, Triggers, Flows, Approval Process, Security Model, Reports and Dashboard, Sharing Rules.
- **Language :-** Java, Apex, Visualforce
- **Database Query Language :-** SOQL, SOSL, DML.
- **Scripting Language & Frameworks :-** Aura, Lightning Web Component (LWC), JavaScript, HTML and CSS
- **Applications & Tools :-** JIRA, Salesforce.com, Git, LeanData, Distribution Engine, ZoomInfo
- **IDE :-** Developer Console, Visual Studio
- **Clouds :** Salesforce Sale's Cloud, Salesforce Commerce Cloud, Experience Sites
- **Deployment :-** Change Set process
- **Integration:-** REST/SOAP API, XML, JSON

CERTIFICATIONS

- **Salesforce Administration**
- **Salesforce Plateform Developer-1 (PD-1)**
- **Salesforce AI Associate**
- **Lean Data Fundamentals**
- **Lean Data Advanced**
- **Chili Piper**

- **Project Name :-** Ava-Tax D&R

Project Overview:
This project aims to develop a task distribution system that assigns tasks to the appropriate users based on their country or region's time zone. The primary goal is to ensure that users receive tasks during their working hours. Additionally, the project includes mechanisms for users to report tasks assigned outside their working hours, along with a distribution rules engine that considers user leave statuses and public holidays. The project also incorporates CPQ (Configure, Price, Quote) functionality to streamline pricing and quoting processes.

Roles & Responsibilities:
Requirements Gathering: Responsible for gathering requirements from stakeholders and the scrum master during or after every sprint until the production release.

Salesforce Development:
Apex Classes and Triggers: Developed and maintained numerous Apex classes and triggers to automate business processes and ensure data consistency.

JavaScript: Utilized JavaScript extensively for developing Lightning Web Components and enhancing user interactions.

Automation: Created Flows to automate business processes, and migrated from workflow and process builder to Flows (after 2025, workflow and process builder will no longer be used).

CPQ Experience:
Configured and customized Salesforce to CPQ to automate the configuration, pricing, and quoting of products.

Integrated CPQ with other Salesforce modules to enhance sales processes, improving efficiency and accuracy in pricing and quoting.

Developed custom solutions within CPQ to meet unique business requirements, ensuring seamless workflows between the sales team and back-end systems.

Data Management:
SOQL & SOSL Queries: Proficiently wrote SOQL and SOSL queries for data retrieval and manipulation, optimizing queries for performance and ensuring accurate data handling.

DML Statements: Managed data insertions, updates, and deletions using DML statements, ensuring transactional integrity and error handling.

Security and Access Management:
OWD (Organization-Wide Defaults): Configured OWD settings to establish baseline access controls for objects, ensuring sensitive data was protected according to business requirements.
Record Level, Object Level, and Field Level Security: Implemented record-level and field-level security to enforce data visibility rules, ensuring that users only accessed data pertinent to their roles.

Component Development:
Visualforce and LWC Components: Designed and developed Aura components and Lightning Web Components (LWC) to build responsive and high-performance user interfaces, integrating seamlessly with back-end processes.

Reporting and Documentation:
Reporting: Created custom reports and dashboards to provide insights into business performance, facilitating data-driven decision-making for stakeholders.
Documentation: Maintained comprehensive documentation throughout every sprint, detailing development processes, code changes, and configuration settings for future reference and compliance.
Deployment Management:
Change Sets Process: Managed the deployment of components and configurations using Change Sets, ensuring smooth transitions between development, testing, and production environments.

Agile Methodologies: Agile Environment with JIRA: Actively participated in Agile development practices, utilizing JIRA for sprint planning, tracking progress, and collaborating with cross-functional teams to deliver high-quality solutions on time.

- **Project Name:- Ava-LeanData-Routing**

  Project Overview

  The LeanData Routing project aimed to optimize lead/Contact / Account distribution processes within our organization. By leveraging LeanData's intelligent routing capabilities, sought to ensure that leads are assigned to the most appropriate sales representatives based on predefined criteria. This implementation was designed to enhance response times, improve lead conversion rates, and streamline sales operations.

  Roles & Responsibilities :
  - Configured Lean Data routing graphs to align with our sales strategy such as
    - Territory assignment
    - Historical performance data of sales
    - Lead/contact/account source and type
  - Devloped dashboards and reports using Lean Data analytics features
  - Integrated Leandata with Salesforce
  - Testing and validation of routing logic and graphs
  - Involved in documentation of the process using Confluence for the future reference.
  - Used Demand tool and import wizard for the bulk operations.
  - Responsable for accounts mapping if owner is on leave or left the company.

- **Project Name:- Salesforce Data quality (SFDQ)**

  Project Overview

  The project focused on enhancing data quality and improving Data management processes within our organization. Key objectives included merging duplicate contacts, leads, and accounts, converting leads into opportunities, and creating comprehensive reports and dashboards. Also documented processes on Confluence, utilized Agile methodologies with JIRA, and integrated various tools like ZoomInfo, Outreach, and Chili Piper to streamline our workflows.

  Roles & Responsibilities:-
  - Identify and merge duplicate entries in the database to ensure data integrity and improve user experience.
  - Convert quality leads into contact, account and opportunity according to business recruitment
  - Devloped Reports & Dashboards to provide insight into data management
  - Document all process and workflows on Conference for easy access and training purposes.
  - Addressed issues related to incorrect association between lead, contact and accounts.
  - Established criteria for identifying the master record while merging or conversion of lead.
  - Integrate with outreach to automate follow up process for converted lead.
  - Integrated with ZoomInfo for enrichment of data, enable better targeting.
  - Followed Agile methodologies using Jira for sprint planning, task assignment and progress tracking.

EDUCATION

2020	**Shri Vaishnav Vidyapeeth Vishwavidyalaya** Master In Computer Application's
2017	**Jiwaji University** Bachelor's In Computer Science
2013	**Saraswati Vidhya Mandir** Higher Secondary
2011	**Saraswati Vidhya Mandir** High School