Omkar Gaikwad

Salesforce Developer

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❖ Professional Summary:

Salesforce Developer | 3x Certified | 3+ Years of Experience

Experienced Salesforce Developer with expertise in Salesforce LWC, Sales Cloud, Service Cloud and Salesforce development. Proven track record of delivering successful solutions to clients. Passionate about leveraging Salesforce to drive business growth and enhance customer experiences. Seeking a challenging role to contribute my skills and knowledge in enhancing Salesforce implementations and driving continuous improvement.

❖ Skills

- Salesforce Development
- Salesforce Lightning Web Component
- Salesforce Apex
- Salesforce Lightning
- Salesforce Administration
- Salesforce Configuration
- Salesforce Integration
- REST APIs
- Salesforce Security model
- SOQL and SOSL
- Data Modelling
- Strong Analytical Skills
- Good knowledge on deployment tools such as Bitbucket, Change set
- Problem-solving and troubleshooting

❖ Professional Experience: May 2022 – Currently Working
Software Engineer.   Location – Capgemini, Pune

- Knowledge on creating custom objects, validation rules to help track internal help desk cases,customize campaign budgeting, and lead qualification.
- Experienced on design security models in the salesforce org which helps end client to provideaccess restriction to their sales reps.
- Experienced on automation creation to make the seamless experience to users using the Flows,Workflow Rules and Apex trigger, Apex Class, case assignment rule.
- Created various Reports and Report Folders to assist managers to better utilize Salesforce as a sales tool and configured various Reports and for different user profiles.
- Skilled in coding standards as per industry and good debugging skills.
- Excellent communication and interpersonal skills, Analytical, technical documentation and reporting skills.
- Overall: Flexible, organized and dedicated professional, eager to take on challenging tasks that utilize my knowledge and skill to the fullest, to join an organization which is employee oriented and where an individual grows with the company and has ample scope of learning.

❖ Education:

Bachelor of Engineering   August 2016 – June 2019
JSPM's Imperial College of Engineering and Research, Pune.   8.28 CGPA

❖ Certifications:
- Salesforce Certified Platform Developer I
- Salesforce Certified AI Associate
- Salesforce AI Specialist

❖ Projects:

Project#1:
Description: Led the implementation of Salesforce CRM for a growing sales team to streamline lead management, track customer interactions, and monitor sales pipelines.
Responsibilities:
- Configured Sales Cloud, including setting up roles, profiles, and security settings to ensure proper access control.
- Customized objects, fields, page layouts, and record types to align with the company's sales processes.
- Implemented workflow rules and automation using Process Builder and Flows to reduce manual tasks and improve sales rep productivity.
- Developed custom reports and dashboards to provide real-time visibility into key sales KPIs for management.
- Conducted user training and provided ongoing support.
- Deployment using change sets.
- Done end-to-end testing

Project#2:
Description: Worked on new development and existing functionality to enabled it for multiple division for hospitality.
Responsibilities:
- Implementations of Flows, Apex Classes, Test Classes, Triggers, Objects Creation, field Creation, Page Layouts and Record Types
- Modified existing LWC Components as per the requirements
- Implementation of Sharing and Security Model at the level of OWD, Profiles, Permission Set, Role Hierarchy, Sharing Rules, Manual Sharing, Public Group and Queues
- SFDC Configuration/Customization – User Interface classic/lightning, Lightning App Builder, Page Layout, Tabs, custom fields, Custom Objects, Validation Rules, Workflow Rules, Process Builder and Lightning Pages
- Gathering requirements from client and implementing the same
- Deployment using Bitbucket
- Smoke testing, End-to-End testing of functionality in different environments

Project#3:
Description: Salesforce Configuration and Consulting
Responsibilities:

- As an administrator I have good knowledge in creating custom objects, fields and securitymodel designing.
- Created HTML email templates for the clients to setup email alerts for the customers.
- Created various reports and reports folders to assist managers to better utilize salesforce.
- Created various dashboard per requirement of the user and business needs.
- Analytics Knowledge in reports and Dashboard creation.
- Created workflow, process builder, Validation Rules, triggers, Matching Rules to avoid duplicate record creation, Data Loading.
- UI design using the dynamic lightning page creation and
- Deploying the data from Sandbox to Production using change set.
- Gathered the requirement from clients and suggest them the best possible way to set up their organization. Once confirmed with the expect setup then we help our clients in configuration their org.