Harshal Sunil Khadke *Salesforce Consultant*

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Ⓢ hkhadke722

📅 27/10/1997

Summery

- Accomplished **Salesforce professional** with 3.5 years expertise in **implementing, customizing**, and **optimizing Salesforce solutions** across diverse industries.
- Proficient in **Salesforce CRM administration** and **development**, specializing in **lightning Web Components**.
- Skilled in **Apex, Visualforce**, and **Salesforce integrations** using **REST** and **SOAP APIs**.
- Certified **Salesforce Administrator** and **Platform Developer** with in-depth knowledge of **platform capabilities**.
- Experienced in **end-to-end project leadership**, from **planning** to **deployment** and **support**.
- Strong understanding of **Salesforce security**, **data management**, and **governance best practices.**
- Proactive **problem-solver** with a focus on **process optimization** and **user satisfaction**.
- Proficient in **advanced asynchronous Apex** like **Batch Apex, Schedule Apex, Future Methods** and **Queueable Apex**.
- Committed to **continuous learning** and staying updated with **latest Salesforce features.**
- Dedicated to driving **business growth** and fostering **long-term partnerships** through innovative **Salesforce solutions**.

Work Experience

01/2022 – present Pune, India	**Salesforce Consultant,** *InspireXT Consulting Pvt. Ltd*
07/2021 – 12/2021 Pune, India	**Intern Salesforce Developer,** *Prosera Analytics Pvt. Ltd*

Projects

KDL, *Warehouse Management Company* ⧉

Responsibility:
- **Streamlined warehouse operations for KD Logistics, a warehouse management company, using Salesforce.**
- **Managed the configuration and development of custom lead and opportunity objects** to enhance the sales pipeline for warehousing services.
- **Automated key business processes** by creating validation rules, process builders, flows and email alerts.
- **Improved communication and efficiency** by integrating email functionality with Outlook.

- **Enhanced data visibility** by creating reports and dashboards based on client requirements.
- **Ensured data accuracy and integrity** by using Salesforce Data Loader to insert data into sandbox and production environments.
- **Collaborated effectively with clients** to gather requirements and ensure project alignment.
- **Successfully deployed all changes to the production environment**, ensuring a smooth transition for KD Logistics.

SCHWING Stetter, *Leading manufacturer and supplier of construction equipment company.* ⬀

Responsibility:

- **Developed Visualforce pages and Apex controllers** to create custom user interfaces and complex business logic.
- **Managed all test classes** to ensure the quality and integrity of the developed code.
- **Utilized Salesforce Data Loader** throughout the project for efficient data insertion and management.
- **Implemented lead assignment rules** to ensure efficient routing of leads to the appropriate sales representatives.
- **Created country-specific web-to-lead forms** to optimize lead generation across international markets.
- **Worked extensively with Salesforce objects** such as Quote and Quote Line Items to streamline the quoting process.
- **Followed a staged deployment approach**, deploying changes from sandbox to a partial copy environment and then finally to production.

Sterling and Wilson, *Global leader in engineering, construction, and solar energy solutions.* ⬀

Responsibility:

- **Developed custom solutions using Aura components and Apex classes** to automate the quoting process. This involved creating custom quotations within a Visualforce page, extracting details and attachments, and then sending them via email.
- **Implemented automated Flows** to streamline business processes and improve efficiency.
- **Managed configuration and development tasks** effectively, ensuring project completion within scope.
- **Established and automated approval processes**, optimizing workflows and reducing manual intervention.

Firstsource, *Indian business process management company.* ⬀

Responsibility:

- **Independently managed all development task of this project.**
- **Gathered requirements** through effective communication with stakeholders, ensuring project alignment.
- **Led the data migration process across Salesforce instances**, employing data mapping, duplicate identification, and data quality checks to ensure accurate and consistent information transfer..
- **Created reports and dashboards** to provide valuable insights into key business metrics.
- **Implemented validations, page layouts, and automations** to streamline user experience and automate critical processes. This included developing screen flows to simplify complex processes.
- **Successfully deployed all changes to the production environment**, ensuring a smooth transition.
- **Integrated external systems with Salesforce using APIs** to expand functionality and data flow.
- **Developed several Lightning Web Components** to create a modern and user-friendly interface for the application.

- **Worked on API based on webhooks** to enable real-time data exchange between Salesforce and external systems
- **Developed screen flows** to streamline complex user interactions and data collection processes..
- **Worked on the Salesforce forecasting module**, improving the accuracy and reliability of sales pipeline management and reporting.
- **Worked on on salesforce data security module**, to protect sensitive data within the platform using Roles, Profiles, Sharing rules and OWD settings.

Orra Jewelers, *India's finest jewelry retail chains.* ⬈

Responsibility:
- **Configuration and Automation**: Managed configurations within Salesforce, implementing flows to automate key business processes, enhancing efficiency and user experience.
- **Apex Development**: Developed Apex triggers, classes, and test classes, building scalable, custom functionalities aligned with Salesforce best practices.
- **Lightning Web Components**: Designed and implemented Lightning Web Components to deliver a responsive and interactive interface.
- **REST Integrations**: Exposed REST APIs for seamless integration with external services, enabling secure data exchange.
- **Data Security**: Enhanced data security by configuring roles, profiles, sharing rules, and OWD settings.
- **Deployment**: Managed deployments across environments using Copado, ensuring smooth transitions and minimal disruption.

Skills

Salesforce Technology   ● ● ● ● ○
Trailhead - Double Star Ranger
Salesforce CRM, Apex, Visualforce, Apex Trigger,
JavaScript, Lightning Web Components (LWC),
SOQL and SOSL, Salesforce integrations (Using
REST/SOAP APIs),HTML/CSS,Problem
Solving,Team Collaboration,Communication
Skills,Data Modeling.

Certificates

Salesforce Certified Associate
Date Completed: 04 April 2023

Salesforce Certified Administrator
Date Completed: 24 June 2019

Salesforce Certified Platform Developer 1
Date Completed: 31 December 2023

Education

05/2021 – 07/2021
Pune, India

Salesforce developer training, *Premium Learnings Systems*

2016 – 2018
Ahmednagar, India

Bachelor of Computer Application(BCA), *Ahmednagar College*
Aggregate: 60%

2015 – 2016	**Junior College,** *Samarth Junior College*
Ahmednagar, India	Aggregate: 53%
2014	**School,** *Renavikar Mahavidhylay*
Ahmednagar, India	Aggregate: 65%

Languages

| English | ● ● ● ● ○ | Hindi | ● ● ● ● ○ |
| Marathi | ● ● ● ● ● | | |