

Gaurav Mishra

Salesforce Developer

Salesforce Developer with 3.6+ years of experience designing, developing, and implementing custom applications to enhance business processes and drive user adoption. Proven ability to collaborate effectively with cross-functional teams to deliver solutions that meet specific business needs. Skilled in Apex, Visualforce, Lightning Web Components (LWC), SOQL, and Salesforce APIs. Eager to contribute expertise to a fast-paced and innovative environment.



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Salesforce Knowledge

- Has more than 3.6 year+ of experience in Application Software Designing, Development, Testing and Implementation. Have good experience with Salesforce **Customization, Security Access, creating profiles, roles, users, page layouts.**
- Strong Implementation experience using **Custom objects, Triggers, workflows/ workflow rules, approval.**
- Experience in development, administration, configuration, Implementation, and Support of sales force CRM, and Salesforce applications based on **Apex Language** and leveraging **Force.com** Platform.
- using Sales force Administration (SFA), **Profiles, Creating Roles, Page Layouts, Org-Wide default, Sharing rules, WorkFlows, Approval Workflow.**

WORK EXPERIENCE

Matrix Solution - Dec -2023 – 02- Aug -2024

Salesforce Developer :

- Developed and built solutions on force.com platform using OOB features, Visualforce, LWC, Apex, Web Services and API's.
- Developed custom applications on Sales Cloud and Service Cloud using Apex, Visualforce, and Lightning Web Components
- Designed and developed Salesforce Sales Cloud solutions using SOQL, significantly increasing sales by 25%
- Implemented robust SOAP Web Services, improving integration with external systems by 40%
- Innovated an approach to integrate Salesforce with disparate data repositories, unifying customer profiles and boosting engagement strategies by 40%
- Applied programming knowledge to data management, scripting languages, API, and integration tasks.
- Integrated Salesforce with external systems using REST and SOAP APIs, ensuring data consistency, security, and a seamless user experience.

EXECUTIVE SUMMARY

Introduction to Salesforce products: Sales Cloud, Service Cloud and Marketing Cloud.

Data modeling in Salesforce: Custom objects, fields, and relationships.

Data import/export techniques using Data Loader and other tools.

Data security and sharing settings.

Experienced in declarative tool development in salesforce.

Hands on Experience in Apex , Apex trigger, Asynchronous Apex and Apex testing.

Experience in Building user interfaces with Visualforce pages.

Knowledge about Lightning Component Framework and building Lightning web components.

TECHNICAL SKILLS

Salesforce:

- Apex, Triggers, SOQL & SOSL, Lightning Web Component, Salesforce lightning, XML, VisualForce, Workflow, APIs (REST, SOAP), Service cloud, Sales cloud.

Ncino:

- Routes, Screens, Change Memo, Loan, Translation Record, Product Package, Document Manager, Covenants.

EDUCATION

Bachelor Of Technology (B.Tech) 2016 - 2020

Dr.A.P.J.Abdul Kalam Technical University

Courses:

Computer Science Engineering.

WORK EXPERIENCE

IGT Solutions Pvt Ltd - June-2022 – Nov 2023

Salesforce Developer :

- Streamlined the Salesforce.com platform by utilizing complex Apex Programming to reduce workflow process time by 35%
 - Implemented Visualforce Pages and Lightning components, improving user interface and user experience for over 5000 users
 - Developed custom applications on Sales Cloud and Service Cloud using Apex, Visualforce, and Lightning Web Components
 - Introduced Salesforce.com Development and Administration procedures, increasing system efficiency
 - Increased data accuracy by 30% by leveraging Apex Data Loader for bulk import and export of data
- Successfully led a team of 5 in Salesforce.com Implementation, contributing to seamless transition of client's CRM to Salesforce.com
- Designed and developed Salesforce Sales Cloud solutions using SOQL, significantly increasing sales by 25%
 - Implemented robust SOAP Web Services, improving integration with external systems by 50%

LANGUAGES

ENGLISH



HINDI



WORK EXPERIENCE

WIPRO– January -2021 – June 2022

Junior Salesforce Developer

- Deployed Apex triggers that automatically updated RW's Salesforce records with data from external systems, reducing manual data entry time by 90%.
- Developed a custom application using the Force.com platform which boosted the sales efficiency of 5 businesses by 31%.
- Reduced the time it took to enter data into the system by 85% developing an integration between Microsoft Excel and Salesforce.
- Created custom user-interfaces by building VisualForce pages in Lightning which improved user experience by 85% and streamlined workflow processes.
- Applied programming knowledge to data management, scripting languages, API, and integration tasks.

