Kranthi Kumar Gunji

Email: Kranthikumar0013@gmail.com | **Phone:** (216) 354 5250
LinkedIn: linkedin.com/in/kranthikumargunji

Professional Summary

Salesforce Consultant, Data Engineer, and Data Scientist Intern with 5+ years of experience in CRM, ETL, BI, and analytics solutions across cloud and database platforms. Skilled in Apex, SQL, Python, Tableau, Power BI, SAP BODS, Informatica, Snowflake, and AWS, with expertise in integrating Salesforce via REST/SOAP APIs and building scalable data pipelines. Experienced in nonprofit data projects, designing relational databases, structuring raw data, and automating reporting to improve accuracy, accelerate insights, and support both business growth and mission-driven outcomes.

Education

- Master's in Information Systems — Cleveland State University, Aug 2023 – May 2025

- Bachelor of Engineering in ECE — VTU University, Aug 2014 – Jun 2018

Technical Skills

- **Salesforce Platform:** Apex, Lightning Components, Flow Builder, Process Builder, Validation Rules, Approval Processes, Tableau CRM, Data Loader.io, Change Sets, Metadata API, Profiles, Permission Sets, REST/SOAP APIs.

- **Salesforce Query & Development Tools:** SOQL, SOSL, Salesforce CLI, Visual Studio Code, Salesforce Extensions.

- **ETL & Data Engineering:** SAP BODS, Informatica, SAP Data Services, ETL Scheduling, Data Cleansing, Data Validation.

- **Databases & Query Tools:** SQL, Microsoft SQL Server, Oracle Database, Snowflake, SQL Server Management Studio (SSMS), SQL Developer.

- **Data Visualization Tools:** Tableau, Power BI, SAP Lumira, Excel, Jupyter Notebooks.

- **Cloud Infrastructure:** AWS S3, AWS EC2, AWS IAM, AWS Lambda, Snowflake, Salesforce Cloud Platform.

- **Programming & Scripting Languages:** Python, Shell Scripting, SQL, Apex, HTML, Java.

Certifications

- Salesforce Certified Platform Developer I — Apr 2022

- Salesforce Certified Administrator — Mar 2022

Professional Experience

Data Scientist Intern | Forman Tech Group LLC, Remote
Aug 2025 – Present
Tools: Python, SQL, AWS (S3, EC2), Snowflake, Tableau, Power BI

- Collaborate with cross-functional teams to design, develop, and validate machine learning and statistical models addressing real-world business challenges.

- Build and maintain scalable data pipelines using Python, SQL, and cloud-based services to ensure efficient data processing and accessibility.

- Perform exploratory data analysis (EDA) on structured and unstructured datasets to identify trends, anomalies, and actionable insights.

- Create and enhance interactive dashboards and visualizations in Tableau and Power BI to communicate results to technical and non-technical stakeholders.

- Assist in integrating AI/ML models into enterprise systems using APIs, automation tools, and deploying best practices.

- Contribute to data preparation activities including cleaning, feature engineering, and dataset optimization for model training and evaluation.

- Document workflows, methodologies, and project outcomes to support reproducibility, collaboration, and organizational knowledge sharing.

Salesforce Consultant | Stratos Studio, India
Jan 2022 – Mar 2023
Tools: Salesforce Lightning, Apex, Flow Builder, Tableau CRM, REST/SOAP API, Data Loader.io, Change Sets, VS Code, SOQL, SOSL

- Delivered custom Lightning interfaces using Aura Components and Flow Builder, improving internal user adoption.

- Created Apex triggers and batch classes to automate business workflows, reducing manual tasks by 35%.

- Designed approval workflows and validation rules, improving compliance and process consistency.

- Built SOQL queries for large datasets, decreasing data access times by 40%.

- Developed Tableau CRM dashboards for SLA, churn, and opportunity trends, enabling better executive reporting.

- Integrated Salesforce with third-party systems using REST/SOAP APIs, streamlining cross-platform operations.

- Conducted UAT and post-deployment support, achieving 100% success rate for new feature releases.

- Managed metadata deployments via Change Sets and VS Code, reducing environment setup issues by 50%.

- Maintained access controls using Profiles and Permission Sets to enforce security policies.

Associate Software Engineer | Systech Solutions, India
Jan 2020 – Dec 2021
Tools: SAP BODS, SAP HANA, SQL, Python, Tableau, SAP Lumira, AWS S3, EC2, SAP HANA Studio, Oracle Database, Snowflake Database, Shell Script

- Developed reusable SAP BODS workflows to integrate 10+ data sources into SAP HANA.

- Migrated critical datasets from Oracle to SAP HANA using SAP BODS, ensuring data integrity through validation scripts and reducing migration time by 30%.

- Modeled HANA Calculation and Analytical Views to enable real-time business reporting.

- Created SQL procedures for on-demand KPIs, enabling faster ad hoc reporting.

- Integrated SAP HANA with Tableau and SAP Lumira to produce actionable dashboards for operations.

- Modeled SAP HANA datasets and optimized schema design to cut report latency by 60%, enabling real-time operational insights for faster decision-making.

- Optimized SQL queries and memory configurations, reducing report latency by 50%.

- Automated S3-to-HANA pipelines using Python, improving ETL reliability and minimizing manual errors.

- Provisioned EC2 test environments, reducing QA cycles and deployment risks.

- Performed root cause analysis on ETL failures using SAP BODS logs and automated alerting, reducing issue resolution time by 40%.

- Designed and implemented data archival strategies in Snowflake, improving storage efficiency and compliance with data retention policies.

Data Analyst | GradeSpot IT Solutions, India
Apr 2018 – Dec 2019
Tools: Informatica, SQL, Microsoft SQL Server, SQL Server Management Studio (SSMS), Power BI, Tableau, Python, Excel.

- Designed Informatica pipelines for ingesting EPOS and relational data, ensuring high-quality reporting input.

- Built real-time dashboards in Power BI and Tableau, reducing dependency on Excel reports.

- Automated monthly reporting with Python scripts, reducing cycle time by 40%.

- Transformed and standardized datasets using SQL, Microsoft SQL Server, and Oracle Database to resolve over 90% of anomalies pre-reporting, enabling accurate, cross-platform performance insights

- Supported demand forecasting by integrating transaction data, boosting inventory accuracy.

- Conducted reconciliation across Oracle Database, MS SQL Server, and flat file inputs using Informatica and Python, increasing trust and accuracy in BI reporting.

- Analyzed campaign metrics to calculate ROI, resulting in data-backed adjustments that improved targeted outreach efficiency by 15%.

- Created Excel dashboards with Power Query for quick business-side exploration.

- Standardized ETL and analytics documentation, reducing onboarding time for new analysts.

Additional Highlights
- Partnered with a nonprofit organisation to design and build a relational database, transforming raw data into a centralised, query-ready system for accurate reporting.

- Improved reporting accuracy and reduced preparation time by 50% through data cleaning, normalisation, and indexing.

- Created automated reports and dashboards to track program impact, funding allocation, and performance metrics in real time.