

# SABARISH M

## Salesforce Developer

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## OBJECTIVE

To work in an innovative and challenging environment that can explore my skills and challenge my potential, thereby I can utilize my skills efficiently for organizational growth.

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## EDUCATION

**Excel College of Engineering & Technology** | B.E (ECE)

Salem, TN | 2011 -2015

- Cumulative GPA: 6.9/10

**A.E.T Matric Higher Secondary School** | HSC

Erode, TN | 2010 - 2011

- PERCENTAGE: 63.2

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## SKILLS

- **Technical Skills** Apex, Triggers, OOPS, JavaScript, SOQL, SOSL, CSS, HTML, Lighting Web Component (LWC), Batch Apex, Agile, GIT/Trello, Sales Cloud, Service Cloud, Data Security, Lighting Flows, Reports & Dashboard, Sandbox.
- **Soft Skill** Communication, Teamwork, Adaptability, problem solving, Time Management.

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## PROJECTS

**Car Dealership using Salesforce CRM** | AJ Skill Academy

- Successfully integrated Marketing Cloud and Sales Cloud to create a seamless end-to-end customer journey, from lead generation to sales conversion.
- Implemented automated lead capturing and resulting in increased lead conversion rates and improved sales team productivity.
- Created custom dashboard and reports to track key performance indicators, providing valuable insights for decision making and optimizing sales strategies.
- Established automated workflows for sales process, such as opportunity management, pipeline tracking and quotation generation, reducing manual effort and ensuring consistent sales practices
- The project using Scrum, establishing regular sprint cycles, conducting daily scrum calls, and fostering cross functional collaboration between the development team, stakeholders and business users.
- Agile principles to prioritize requirements and deliver incremental value throughout the project, ensuring flexibility and adaptability to evolving business needs.
- Technical Skills: Formula, Lighting Flows, Validation Rule, Approval Process.
- Soft Skills: Time Management, Teamwork, Presentation Skills.

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## CERTIFICATIONS

- Salesforce Certified Administrator || Credential ID: 4101946
- Salesforce Certified Platform Developer-1 || Credential ID: 4258478

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## REFERENCE

- Trailblazer Profile: <https://www.salesforce.com/trailblazer/sabarish22>
- LinkedIn Profile: <https://www.linkedin.com/in/msabarish23>