KOTA SUBBA REDDY 

Email:subbusfdc5@gmail.com

Phone: +91-8885151145

Profile Summary

* Having 4+ years of hands on experience in developing applications in SFDC.
* Extensive experience in activities related to SFDC, Saleforce.com setup, Configuration, Customization, Administration, Data Migration of applications to Force.com platform.
* I have done Salesforce Platform **Developer** **1** Certification.
* Having good knowledge on Creating **Roles, Profiles, Page Layouts, Workflow Alerts and Actions, and Approval Process.**
* Proficient in Data Migration from Traditional Applications to Salesforce.com using Apex **Data Loader.**
* Experience in wide range of technologies such as **Apex**, **Visual Force**, and **Apex** **Triggers**.
* Strong Knowledg in implementing **Batch apex**, **Schedule apex** .
* Experience in working with Salesforce.com **Sandbox** and Production environments.
* Hands on Experience to maintain, enhance and create **Workflows& Approval Process** and **Validation rules**.
* Very good exposure to development with **Java Script**, **HTML** and **CSS**.
* Strong Communication & Understanding skills to work efficiently with clients .

Skill profile

* CRM Tools/ Technology: Salesforce.com, Data loader, APEX Triggers, VisualForce.
* ETL Tools: Apex Data Loader.
* Programming Languages: ,Java Script, JQuery,AJAX,CSS .
* Operating Systems: Windows .

**Work Experience:**

Talent Plus system India Pvt Ltd Bangalore, as a Salesforce Developer from May 2012 to till date .

**Educational Qualification:**

**Done B.Tech**  from JNTU Hyderabad.

# **Project Details:**

**Project #1:**

**Title** : Clare Hospital Management System

**Client** : Clare Hospitals, Australia

**Role :** Admin & Developer

**Description:**

This System provides Patient Administration ,Scheduler, Doctor and Billing Modules .The Aim of the Application is to providing the better services to their users . The patient module provides functionality to create and edit patient's details. Assign doctors, nurses, rooms for procedures. It also provides tracking features like Audit Trails, Communication logs, Alerts and reports. The scheduler module provides the functionality to create and track appointments for the patients with doctors for consult, surgery, etc. Doctors could specify there preferred working hours and also the preferred procedures that they will do at those times. There is also facility to unattended appointments.The Billing Module allowed billing and receivables into multiple modes of Payments and Rates definition for Services.

Responsibilities:-

* Involved in Creation and Customization of objects,fields page layouts and Record Types.
* Developed different Types of controllers depending on business requirements.
* Created lookup and master-detail relationships on the objects to establish connectivity among objects and defined Filed Dependencies for Custom picklist fields.
* Developed and Designed **Triggers** in apex classes,**Visualforce** for various requirements and used JavaScript for Client side Validations.
* Created **Workflows** , Approval Process & Validation Rules and Formula fields
* Done Integration **SOAP** API **Salesforce** with **SAP** to Migrate the Data timely basis.
* Used Data Loader to Uploading the Data from Local System to Salesforce.com
* Wrote **SOQL** and **SOSL** necessary for the application in Apex classes and Triggers.
* Implemented **Batch Apex**  and **Schedule** **Apex** Concepts.
* Worked on preparing Custom Reports and Dashboards.
* Involved in Writing Test Classes and Test Code Coverage for Apex classes and triggers.
* Involved in Creating Users, Roles and Profiles in Salesforce.com Administration.

**Development Environment:**

Salesforce.com,Force.com IDE,Apex,Visualforce ,DataLoader,Javscript,Webservice API

**Project #2:**

**Title**  : Complete Salesprocess /Sales Tracker

**Client** : Global Compliances Pvt Ltd, USA

**Project Description:**

  Sales Tracker is complete business solutions to manage entire sales activities and Inventory of finished goods. Sales people perform transactions required for the business .Customers login and track his sales order details such as confirm orders, out of stack, shipping pending and also invoice details such as billed and to be paid etc .ered etc.Wherehouse people login and track the goods to be shipped , Shipping slip generation and Dispatch orders and inventory etc.Supplier logins and track the pending inventory orders ,confirmed inventory orders and goods to be shipped.

**Roles & Responsibilities:**

* Part of the team that analyzed the business requirements and studied the as-is business processes of the client.
* Worked on various Salesforce.com customizations - standard objects and creation of customized business objects, screens, views.
* Manage security, users, roles, profiles, groups, queues, and other setup options.
* Defined lookup and master-detail relationships on the objects.
* Customized different page layouts and assigned them for different profile users.
* Created various reports and dashboards.
* Imported data using Apex data loader and Import/Export wizard.
* Developed and Deployed Visual Force pages, apex classes, triggers in the Salesforce.
* Implemented Batch Apex for Data Cleaning and update.
* Created new visual force pages with standard controllers and extension controller.

**Environment :**

Salesforce.com, Force.com IDE,Apex,Visualforce, DataLoader,

**Project #3:**

**Title :** Proxio InsuranceApplication

**Client :** Proxio Group of Companies, USA

**Role :** Salesforce.com Developer and Administrator.

**Description:**

Proxio offers overall features and functions in sales, marketing, and service and support automation as well as custom applications. Proxio helps to manage activities such as marketing campaigns, sales opportunities, customer service, and technical support. Proxio includes prebuilt applications for customer relationship management (CRM) ranging from sales force automation to partner relationship management, marketing, and customer service.

**Roles and Responsibilities:**

* Designed, developed and deployed Custom objects, Page layouts, Custom tabs, Components, VisualForce Pages, Validation Rules, workflow rules, time triggered tasks, email alerts to suit to the needs of the application.
* Manage the Salesforce.com CRM application.
* Maintain the functional areas of data management, sales forecasting, contacts, leads, campaigns, opportunities, quotes, dashboard and reports.
* Create and update a manual for ongoing user support.
* Build workflows to increase efficiency.
* Mange profiles and roles to ensure best-in-practice data security.
* Build custom reports and dashboards.
* Participate in cross-functional teams that address strategic business issues involving CRM, marketing and sales operations.
* Performed all administrative functions as needed and required for the SFDC team.

**Environment :**

Salesforce.com, Force.com IDE,Apex,Visualforce,Controllers,DataLoader

**DECLARATION**

I do hereby declare that the information provided above is true to the best of my knowledge.

(K.Subba Reddy)