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**Vamshi Krishna (Salesforce Lightning Developer)**

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**SUMMARY:**

* **Certified Salesforce Developer with 9 years** of professional IT experience working in IT Industry, 5 years of experience in the areas of **Salesforce.com** and **CRM implementation**. This involves **configuration, customization, integration, deployment, communities** and **classic to lightning migration, lightning component development**. 4 Years of experience on **JAVA/J2EE**.
* As a Salesforce Consultant, my technical expertise includes following:
* Good Hands-on experience in implementing **SOQL and SOSL in Apex Classes and Apex Triggers.**
* Experience in deploying salesforce.com applications across different **sandboxes** using **Change Sets, Force.com IDE and Force.com Migration tools**.
* Poses Excellent skills on Salesforce **Administration** activities such as **validation**, **workflow** rules, approval process, security, page layout and profiles.
* Extensively used salesforce.com tools like **Force.com IDE, Eclipse with force.com plug-ins, Force.com Explorer and Data Loader.**
* Strong experience in developing cloud applications using **Apex classes, Apex triggers, Visualforce pages, Page Layouts, Custom Buttons and Custom links.**
* Strong experience in **working Sales**, **Service** and **Marketing** cloud.
* Experience in **Integration** of Salesforce with in-house legacy **ERP systems** using **Apex Web services WSDL and outbound messaging.**
* Experience with ExactTarget, Eloqua, Adobe Marketing cloud. Integration of Sales force with Back end systems like SAP, Marketing automation tools.
* Experience in customizations and configuration of Salesforce.com components like **Objects, Fields, Tabs and Page Layouts.**
* Strong Knowledge in implementing salesforce.com security using **Profiles, Roles, Permission Sets** &**Sharing rules**.
* Experience in salesforce **lightning** features like activities**, contextual Hovers, Opportunity board, Customizable dash board.**
* Strong work experience in **UI development and VF Pages** using HTML, CSS, JavaScript, Angular JS, jQuery.
* Familiar with **OAuth** 2.0 authorization framework.
* Hands-on experience in the customization salesforce.com **Reports and Dashboards.**
* Profound Understanding in writing the **complex Formula fields** and **Validation Rules** as per the **Business Use Case**.
* Configured SAML settings for Salesforce in **single Sign-on**.
* Had experience with Security Assertion Markup Language (SAML 2.0).
* Good Knowledge on data migration from standard Excel and the legacy systems like **Data Import Wizard** and **Data loader** and used Data loader for Data management like **Import, Export, Upsert & Delete** in salesforce.com.
* Experienced using Salesforce **Lightning** UI. Created **Lightning** Apps combining **Lightning Design System, Lightning App Builder and Lightning Component features**
* Experienced in **cloud** technology and on-premise infrastructure **integration** for Salesforce.com.
* Experience in using **Salesforce Web services API** like **REST, BULK and SOAP.**
* Experience in **Integration of Salesforce with in-house legacy ERP systems** using **Apex Web services WSDL & outbound messaging.**
* Analyzed **Sales, Marketing, Customer Service and Customer Support** business processes used by salesforce.com customers and recommended ways to improve their processes using salesforce.com.
* **JSON** is used in Ajax techniques. Ajax is a term for the ability of a webpage to request new data after it has loaded into the web browser.
* Experience in web page development with **JSP**, ASP, **Java**, **HTML** language.
* Experience in **Apex coding** for the implementation of complex business logic with in **Governor Limits.**
* Strong Experience in **Agile and Scrum** methodologies.
* Implemented unit testing and Integrated testing.
* Strong knowledge on **understanding** application architecture, its **integration** points with other technologies, role of each team/technology and understand the **flow of data**.
* **Monitoring** / **tracking** projects with respect to time over-runs to ensure timely **execution** of projects.
* Proven ability to quickly **adapt** to new areas and technologies and bring out of box solutions in a collaborative environment.
* Define Business Process; **identify** the risk, doing risk analysis and providing baseline acceptance criteria and deliverables.
* Extensive knowledge in Sales Cloud, Service Cloud and ExactTarget Marketing cloud.
* Proficient in writing and validating project specific Technical as well as functional documents.
* Knowledge of **Zuora** (designed to automate billing, commerce, and finance operations) and Streaming API.
* Experience in providing training to business users who use **Apttus & LMS.**

**TECHNICAL SKILLS:**

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| --- | --- |
| **Salesforce Technologies** | Apex Language, Apex Trigger, Apex Scheduler, Batch Apex, Lightning Framework, Lightning Components, Apex Class & Apex Web Service, Partner WSDL & Enterprise WSDL and Visualforce (Page, Component & Controllers). |
| **Custom Integration** | Outbound Messages, Workflow & Approvals, Field updates, Reports, Custom Objects, Custom settings, Custom labels and Tabs, Email Services, Role Hierarchy, Dashboards, Security Controls, AppExchange Package & Custom Application and Sandbox data loading. |
| **Force.com tools** | Apex Data loader, Force.com Apex Explorer, AJAX tool kit, Force.com Migration Tool, Force.com Excel connector and Force.com Eclipse IDE Plug-in. |
| **Programming Languages** | Java, C, C++, VB, APEX and UML. |
| **Java/J2EE/Web Technologies** | J2EE, JSP, JDBC, RMI, Applet, Java Script, XML, XSLT, DTD, XML Schema, HTML, DHTML, Shell Scripts and Web service, REST/SOAP API. |
| **Database** | MS SQL Server and MySQL. |
| **IDE** | Eclipse, My Eclipse and Force.com Eclipse IDE plug-in. |
| **Tools** | MS Visual Source Safe, HTML Dream weaver, Microsoft Project, Sub Version and MS Visio, Apttus CPQ. |
| **Platforms** | UNIX and Windows (NT/2000/XP/Vista/7) |

**Certifications:**

* Salesforce Certified Administrator-(201)
* Salesforce Certified Platform Developer-(401)

**Educational Qualifications:**

* Bachelor’s from Nigama Engineering College (Computer Science and Engineering).

**PROFESSIONAL EXPERIENCE:**

**Client: Tailored Brands, Houston, TX. March 2017 - Present**

**Role: Salesforce Lightning Developer.**

**Description**: Tailored Brands provides a personal, convenient, one-of-a-kind shopping experience with compelling products and world-class service. Tailored Brands features leading menswear retailers Men’s Wearhouse, Jos. A. Bank and Moore’s Clothing for Men; designer brand Joseph Abboud; family retailer K&G Fashion Superstore; dry-cleaners MW Cleaners; and corporate apparel leaders Twin Hill, Alexandra, Dimensions and Yaffy.

**Responsibilities:**

* Performed the detailed analysis of functional and technical requirements; designed and deployed the custom objects; identified the **lookup and master-detail relationships**; and created the junction objects.
* Implemented security and sharing rules at object, field, and record level for different users at different levels of organization. Also created various profiles and configured the permissions based on the organizational hierarchy.
* Created new **custom objects, assigned fields**, designed page layouts, custom tabs, components, custom reports.
* Created mash up between sales force CRM and Gmail through Force.com AppExchange’s Email integration engine.
* Developed **Lightning** components along with server-side controllers and used **AJAX** calls to retrieve the data from an object.
* Designed and developed web pages using JSP, HTML, ASP and used JavaScript for client-side validation.
* Registered to events like listeners to handle **Lightning** events.
* Implemented pick lists, dependent pick lists, validation and formula fields to the custom objects.
* Implemented the validation rules on the objects and tabs, page layouts, custom tabs and components to suit the needs of the application.
* Created and build Apps using tools of **Lightning** app-builder and **Lightning** components satisfying requirement of the client.
* Created many **Lightning** Components and server-side controllers to meet the business requirements.
* Implemented **REST API** to integrate with database of clients.
* Worked on tickets and enhancements assigned in debugging the application.
* Implemented the workflows and approvals for various functional requirements.
* Used GitHub for source code management.
* Experience in cloud craze to provide flexible e-commerce service to customer.
* Designed Validation Rules along with Roll-Up Summary Fields to maintain data quantity and data consistency.
* Maintenance of installed Managed Packages in **Lightning** using Apex.
* Added methods that can be called from Visualforce pages to Controller Extensions.
* Created Web-to-Lead and Web-to-Case forms for case management. Created Escalation rules to escalate the cases.
* Experience working across various SFDC implementations that are covering Sales cloud, Service Cloud and **Apttus CPQ.**
* Experience in Implementing Sales Cloud and Quote (CPQ) with Apttus and Setting up the Products and Pricing related to Quotes and Quote Line Items.
* Customizing the **Apttus product** configurator and quote application according to business needs.

**Environment:** Force.com IDE, Lightning, Apex Classes, Apex Triggers, Visualforce pages, Validation Rules, Formula Fields, Data Loader, JIRA, HTML5, JSP, ASP, Reports and Dashboards, Workflow Approvals, Web Services, Force.com Eclipse Plug-in. Apttus Q-to-C (CPQ and CLM), REST API.

**Client: Mentor Graphics Wilsonville, OR. Jan 2016 – Feb 2017**

**Role: Salesforce Developer/Admin.**

**Description:** Mentor Graphics is a technology leader in electronic design automation (EDA), providing software and hardware design solutions that enable companies to develop better electronic products faster and more cost-effectively. The company offers innovative products and solutions that help engineers overcome the design challenges they face in the increasingly complex worlds of board and chip design. Mentor Graphics has the broadest industry portfolio of best-in-class products and is the only EDA company with an embedded software solution.

**Responsibilities:**

* Responsible for Requirements gathering, Analysis, Data Modeling and create design document.
* Participated in meetings with Business Users, Analysts & Managers to discuss the Business requirements.
* Created Apex Classes, Apex Triggers and Visualforce Pages for various functional needs in the application.
* Written **SOQL, SOSL** queries with consideration to Governor Limits for the data manipulation needs of the application using platform database objects in **Apex Classes and Apex Triggers.**
* Worked with various standard salesforce.com objects like Accounts, Contacts, Leads, Opportunities and Cases.
* Designed and developed web pages using **JSP, HTML,** ASP and used JavaScript for client-side validation.
* Implemented custom Validation rules, Formula Fields, Email Templates, Assignment Rules and Auto-Responses for Cases and Leads.
* Designed various Email Templates like Custom, **HTML** and Visualforce, these Email Templates will be used to manually send emails through standard email interface or send emails through workflow rule email alerts and apex code.
* Integrated the **SOAP API** based web services on demand for extracting the data from external systems.
* Involved in SFDC integrations (to accept and send feeds to Workday/Oracle) and experience with **REST** and **SOAP** web services.
* Configured Security Assertion Markup Language (SAML 2.0) For Salesforce in single Sign-on.
* Implemented Complex Workflow rules, Workflow Approvals, Flows, Process builder, Validation rules, email alerts and field updates for business process automation.
* Used Force.com web service API for implementing **WSDL** in the application for access to data from external systems and web sites.
* Closely worked with Salesforce.com consultants for implementing the business solutions for their client requirements, using **Zuora CPQ** within the exclusively developed framework.
* Design, develop and implement solutions for the **Zuora s**ystem deployed on the Salesforce platform.
* Developed and configured Custom Reports & Dashboards.
* Created Custom report types like Summary and Matrix reports to track pipeline insight, program opportunities.
* Used Data loader tool for migration of data into Salesforce.com from external systems using CSV files.
* Deployed Sandbox salesforce.com application into Production using Force.com IDE.
* Periodic deployments to the Production environment using change sets according to deployment schedules.

**Environment:** Salesforce.com, Force.com IDE, Eclipse IDE Plug-in, Data Loader, Apex language, SOQL, SOSL, Visualforce Pages, Components and S-Controls, Workflows, Web Services Description Language (WSDL) and JavaScript, SOAP API, Zuora CPQ.

**Client: McKesson, Houston, TX**. **Oct 2014­ -Dec 2015**

**Role: Salesforce Developer.**

**Description:** McKesson is in the business of better health and we touch the lives of patients in virtually every

aspects of healthcare. McKesson Technology Solutions provides software, services and consulting to hospitals, physician offices, imaging centers, home health care agencies and payors.

**Responsibilities:**

* Worked on various salesforce.com standard objects like Campaigns, Leads, Accounts, Contacts, Opportunity, Territory Management, Reports and Dashboards.
* Created different workflow rules and Approvals, Email Templates to run the Territory and assignment rules.
* Designed and developed the Custom objects, Formula fields, validation rules, Page layouts, components to suit to the needs of the application.
* Created Many-to- Many relationships and created Junction objects to implement Roll-up Summary fields to aggregate data from child records on the parent.
* Queried Salesforce Database with **SOQL** and **SOSL** queries available in Force.Com platform.
* Developed and configured various Reports for different user profiles based on the need in the organization.
* Implemented minor enhancements on standard objects like **Campaigns, Leads, Accounts**, Contacts, Opportunities, Dashboards and Reports.
* Imported data from excel sheets in to Leads, Accounts, **Contacts and Opportunities** using Data Loader and Import Wizard.
* Enhanced and maintained implementation of Salesforce Service and Sales cloud, Dashboard and Reports, Communities (Customer and Partner).
* Involved in taking up ad-hoc requests from business.
* Used Agile methodology and had a good experience in Scrums and sprint meetings.
* Designed the Custom Visualforce pages for Lead conversion, merging duplicates.
* Developed **Apex Classes, Apex Triggers**, Apex Extension to develop visual force page.
* Implemented **CSS** for Visualforce pages and experience working with Partner portal system.

**Environment:** Salesforce.com Platform, Apex language, Apex Custom Controllers, Visual force pages, Data Loader, HTML, JavaScript, Workflows, Approvals, Reports, Custom-Objects, JSP, ASP, SOQL, SOSL, Integration and Developer Console.

**Client: Travant Systems, Bangalore, India. April 2013 – Sept 2014**

**Role: Salesforce Developer.**

**Description:** Travant Systems is one of the fastest growing Software Services Provider and IT consulting company, we are flexible enough to adopt our services both for small and enterprise-level companies. Travant Systems offers various offshore relationship models for our customers aimed to start and build long term effective outsourcing partnership. It delivered software development to such business domains Finance and Banking, Telecommunications, Retail and E-commerce and Health Care.

**Responsibilities:**

* Involved in Salesforce customization and development.
* Involved in Case handling (Production Support) in Salesforce.
* Identify the user problem in salesforce and resolve it or else guide them.
* Involved in organization customization in salesforce application and other **SCM Force.com** Applications.
* Interacting with the onsite people and resolving the offshore issues.
* Attended weekly status meetings and provide detailed status report to the client.
* Used **Data Loader** for insert, update, and bulk import or export of data from Salesforce.com Objects. Used it to read, extract, and load data from comma separated values (CSV) files.
* Designed and developed **workflow** **rules**, **validation** **rules** and **customizations** within Sales force.
* Implemented **Apex Classes** & **Triggers** and linked them to manage the workflows Implemented in the system.
* Implemented Google charts in visual force page.
* Performed the detailed analysis of functional and technical requirements; designed &deployed the custom objects; identified the **lookup** and **master-detail** relationships; and created the **junction objects**. Demonstrated ability to translate customer requirements into specification.
* Provided data access reports to Compliance and Security ensuring that data and roles are properly defined and transparent.
* Created Workflows and **Approval process**, validation rules.
* Data Management using Data Loader tool.
* Created **page layouts**, search layouts to organize fields, **custom links**, **related lists**, and other components on record pages.
* Used field level security along with page layouts to manage access to certain fields.
* Tested the Application.
* Developed Visual Pages to include extra functionality and wrote **Apex Classes** to provide functionality to the visual pages.
* Deployed in Production.

**Environment:** Salesforce, Force.com IDE, Apex, Visualforce, Apex Data Loader, JavaScript, Developer Console, AJAX and NetBeans.

**Client: AI Soft Technologies, Bangalore, India. Mar 2009 – Feb 2013**

**Role: Java Developer.**

**Description:** AI Soft provides a seamless approach to business, technology, and professional services by combining in execution with continuous innovation to help clients effectively compete in Knowledge Era. Well versed with the latest in technology and having wide exposure to diverse industrial and consulting backgrounds, AI Soft offers a unique platform to give the customer the most appropriate solution to achieve his goals.

**Responsibilities:**

* Part of the team which was responsible for designing and developing the application in n-tier fashion as per struts based **MVC** architecture standards.
* Responsible for developing the Registration modules of the wholesale application.
* Utilize the various **Java Design patterns** to develop the Business modules based on the required functionality.
* Responsible for developing the application level flow by utilizing **Java, JSP, Struts, Servlets, jQuery and JDBC**.
* Used **java Script** front end Validations.
* Implemented Exception handling using **try and catch** block.
* Developed user interfaces using **JSP, JSP Tag libraries** and Java Script to simplify the complexities of the application.
* Maintain the Technical Specifications for the work completed.
* Developed several **stored procedures/Triggers** for automated action items to integrate with default tracking module.
* Designed software applications using **HTML, JavaScript, XML, JSP**.

**Environment:** Java, JSP, Servlets, Apache Tomcat, Eclipse, JDBC, JavaScript, HTML, JDBC, CVS, JUnit, multi-threading.