

Trupti Lone

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Education

- **Santa Clara University** : Masters in Information Systems *Santa Clara, CA June 2026*
Relevant Coursework: Data Analytics Python, Object Oriented Analysis and Programming, Database Management Systems Design, Natural Language Processing
- **MIT Pune University** : Masters of Engineering: Information Technology *Pune, Maharashtra Sept 2016*
Relevant Coursework: Service Oriented Architecture, Data Structures & Algorithms
- **Visvesvaraya Technological University:** Bachelors of Engineering: Computer Science *Belgaum, Karnataka Sept 2014*

Certifications

- 4X Salesforce Certified Professional - Platform Developer I, Administrator, Platform App Builder, Sales Cloud Consultant
- Super Badges in Salesforce Training <https://www.salesforce.com/trailblazer/truptilone>
- Enterprise Java Microservices with Spring Boot & Cloud (UC Silicon Valley Extension Course)

Skills

- Programming Languages: Java, Python, SQL, Apex, JavaScript
- Frameworks: Pandas, Scikit-learn, NLTK, Salesforce Lightning (component based web framework), REST, JSON, Spring Boot
- Developer Tools: Git, PyCharm, IntelliJ Idea, Jupyter Notebook, Visual Studio

Experience

Dunmor capital

April 2021 - September 2021

Salesforce Developer and Administrator (Remote)

Los Angeles, CA

- Implemented automation for converting IVR call activity to Lead creation in collaboration with sales team to reduce missed leads by 30%
- Implemented feature for categorizing leads and advancing them to loan processing stage, eliminating manual tasks for sales team
- Added unit tests and functional tests required to increase code coverage
- Developed documentation with workflow diagram for inter team loan approval process, identified an automation to reduce manual steps

Believe in Me Foundation

January 2021 - December 2021

Volunteer as Salesforce Developer/Admin (Remote)

Spokane, WA

- Built cost effective solution for address verification using external USPS REST API to reduce the gift misdelivery rate for campaign members
- Implemented NeverBounce API for email address validation, this flagged invalid contacts and improved tracking of leads
- Built QuickBooks integration for recording donor payment details that automated tax receipt for donors

Pall Corporation

December 2017 - February 2019

Software Associate

Pune, India

- Administrator and developer on project management tool PPM Clarity used by more than 10,000 employees
- Created dashboards and reports using SQL & NSQL to monitor progress of ongoing projects and deliverables for leadership team
- Built approval process, tasks & email alerts to remove manual efforts from project management and approvals process

Projects

Insights on New York Airbnb Dataset :

- Cleaned and processed 1M+ raw Airbnb records by handling missing values, duplicates, and invalid entries, and text cleaning with NLTK
- **Actionable Pricing Adjustment Recommendation:** Identified 2k high-rated, underpriced listings for price adjustment and identified 3k low-rated overpriced listings for price reduction to attract customers. Presented findings with clear visualizations using Matplotlib and Seaborn
- Derived insights using decision tree classifiers, revealing room type trends based on review volume

Event Planner Integration with Google Calendar:

- Developed an event planner application integrating with Google Calendar to manage tasks and sync events
- Designed a Java microservice on AWS for event management, utilizing MySQL as the backend