

Amogh V Shetty

Salesforce Developer

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PROFESSIONAL SUMMARY

Salesforce Developer with **3 years of experience** delivering enterprise-grade solutions across **CPQ, Sales Cloud, and Experience Cloud**. Skilled in **Apex, LWC, Flows, Visualforce, Logik.io** and **Salesforce integration (REST, Platform Events)** with exposure to Order Management. Proven track record at Deloitte, recognized with **4+ awards** for innovation, leadership, and Go Live excellence. Adept in client-facing delivery, performance optimization, and building scalable architecture in **Agile environments**.

SKILLS

- **Salesforce Clouds:** CPQ, Sales Cloud, Experience Cloud (Partner Portal)
- **Salesforce Expertise:** Apex (Synchronous & Asynchronous), Lightning Web Components, Visualforce, Flows, Triggers, Logik.io (Advanced Configuration Tool)
- **APIs & Integration:** Salesforce APIs (REST, SOAP), Platform Events (Salesforce-SAP Integration)
- **Deployment and Automation:** Git, GitHub, Change Sets, Copado (basic exposure)
- **Data Migration:** Data Loader, Salesforce Data Migration Utility (SFDMU), Workbench
- **Security & Governance:** Permission Sets, Profiles, Custom Permissions, Sharing Rules, Apex Managed Sharing

WORK EXPERIENCE

Deloitte, Analyst

January 2023- Present

Project: Metso

- Implemented **Salesforce CPQ and Sales Cloud solutions**, streamlining quoting and pricing processes for **500+ sales users**.
- Engineered a JavaScript-based rules translation engine that parsed 100,000+ SAP configuration rules (conditional pricing, product dependencies, validation logic) and automated their conversion to logik.io format, reducing a projected 6-month manual migration to 3 weeks and achieving 98% translation accuracy vs. 60% with manual entry.
- Developed a bidirectional integration between Salesforce and SAP using Platform Events for real-time order synchronization, processing 200+ daily transactions with retry logic and error recovery.
- Built a reusable LWC component library that cut development time for custom UI by 50% across 4 workstreams.
- Applied Apex triggers following **Kevin O'Hara's trigger framework**, supporting scalable logic for 5+ business processes and ensuring maintainability across multiple releases.
- Collaborated with **3+ scrum teams** in an Agile environment, participating in **20+ sprint cycles** and consistently meeting sprint goals with minimal defects.
- Engaged directly with clients to provide technical guidance and deliver tailored solutions.

Project: Sophos

- Resolved **110+ Jira tickets**, supporting Agile project delivery and continuous improvement.
- Implemented Financial Force trigger framework across 5+ CPQ objects to automate quote-to-cash workflows including contract renewals, amendment processing, and revenue validation, reducing manual effort by 80%.
- Designed and launched a Lightning Web Runtime site for **partner portal** using Salesforce Experience Cloud, enhancing partner engagement and streamlining access to sales and support resources.
- Engineered a scheduled Batch Apex job processing 1,500+ contract renewals quarterly with error handling and governor limit optimization, reducing manual contract processing from 40 hours to zero and eliminating renewal delays.
- Delivered high-quality outcomes during hyper care, proactively addressing **95% of critical issues within SLA** and collaborating across **4+ cross-functional teams**.

CERTIFICATIONS

- Salesforce Certified Platform Developer I
- Salesforce Certified CPQ Specialist
- Salesforce Certified JavaScript Developer I

AWARDS

- Deloitte Applause Award: For high-impact contribution on Salesforce CPQ Implementation.
- Deloitte Spot Award: For proactive learning and timely delivery with minimal defects.
- Spotlight Practitioner: Top fresher recognition across Deloitte.
- Outstanding Performance Award: For Innovation and leadership during Metso Go Live.

EDUCATION

Bachelor of Engineering: Computer Science, 06/2022

KLE Technological University: Hubli