

Amogh V Shetty

Salesforce Developer

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PROFESSIONAL SUMMARY

Salesforce Developer with **3 years of experience** building enterprise-grade **CRM solutions** on **Sales Cloud, CPQ, and Experience Cloud**. Skilled in **Apex, Lightning Web Components (LWC), Flows, and Salesforce integrations (REST/SOAP, Platform Events)** with proven ability to deliver **scalable, secure, and maintainable solutions**. Recognized at **Deloitte** with **4+ awards** for innovation, leadership, and delivery excellence. Experienced in **end-to-end SDLC** in **Agile environments**, collaborating directly with **business stakeholders** to translate requirements into **high-performing Salesforce applications**.

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**.
- Developed a **JavaScript-based compiler** to automate the translation of SAP configuration rules into Logik.io format, enabling efficient and accurate **migration of 100,000+ rules** and significantly reducing manual effort and error rates.
- Built and maintained integrations between **Salesforce and SAP using Platform Events**, automating order processing and real-time data synchronization.
- Built 10+ Lightning Web Components (LWC) and **15+ Apex classes**, achieving **95%+ code coverage** and ensuring high-quality, maintainable code.
- 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.
- Delivered robust solutions using **Apex, LWC, and test classes**, improving platform reliability.
- Specialize in Salesforce CPQ, optimizing pricing and contract management for **400+ product SKUs**.
- 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.
- Automated contract renewals for **1,500+ contracts per quarter** by scheduling Batch Apex jobs for contract management.
- 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