Venkat Bharat Gangineni

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• 8 years of overall professional IT experience with extensive experience in Salesforce.com CRM CPQ and Force.com platform. Involved in various stages of Software Development Life Cycle (SDLC) including analysis, requirements gathering, development, enhancements, testing, and maintenance of standalone object-oriented enterprise applications.

• Good working experience in various capacities such as Salesforce developer, Salesforce Administrator, Force.com developer and business analyst and involved in various phases of entire project from requirement gathering, architecture development, implementation, training the end users

• Experienced in Administration setup like manage Users, Security Controls and Data Management.

• Experience in implementing Apex Classes, Visualforce Pages, Apex Components, Controllers, Triggers, Scheduler, Batch Apex, Analytic Snapshots, Migration Tool, working with Force.com IDE.

• Expertise in developing, deploying and integrating Salesforce.com CRM solutions.

• Experienced in Salesforce.com Service Cloud Development including SDLC, standard and custom objects, Apex, and Visualforce pages.

• Strong experience with Salesforce.com CRM full implementation, migration of Sales, Marketing, Service clouds, Communities and Force.com platform.

• Proficient knowledge on AGILE & Waterfall environments Apex development in creating Custom Objects, Custom Tabs, Custom Fields, Triggers, Bulk Triggers, Apex Classes, Master-Detail relationships, Validation rules, Workflows, Standard Controllers, Custom Controllers and Controller Extensions.

• Experience in working with salesforce.com sandbox and production environments.

• Designed junction objects and implemented various advanced fields like Picklist, Controller/dependent picklist Custom Formula Fields, Field Dependencies, Validation Rules, Einstein Analytics, Work Flows, sharing rules, Approval Processes and SFCC (Salesforce Cloud Commerce) for automated alerts, field updates, and Email generation according to application requirements.

• Developed Visual force pages, Visual flow, Lightening and Custom Objects using Apex Programming on Force.com Platform.

• Extensively worked on multiple Lightning components complex Integrations and Data Migration between salesforce.com and legacy systems (CRM/Non-CRM) by using Force.com data loader, web-based import wizards, and experience on SOAP and REST, Tooling API, Apex controllers, Web Services Endpoints, Metadata, Einstein Analytics etc.

• Experience in SFDC Development in implementing Apex classes, Triggers, Visual Force pages, controllers, extensions, J-Query, SOQL and SOSL.

• Worked on Deployments when deploying code to and from sandboxes to Production environments and maintained deployment checklists.

• Implemented security and sharing rules at object, field, and record level for different users at different levels of organization.

• Strong understanding on sandboxes. Performed refreshes on sandboxes and documented the refresh history.

• Experience in Lightning Component and Lightning App Builder.

• Proficient in creating Lightning Apps combining Lightning Design System, Lightning App Builder and Lightning Component features.

• Experienced in building Custom Applications that includes administration, configuration, implementing and support experience with Salesforce.com platform.

• Experienced in Sales Cloud, Service Cloud, marketing cloud Custom cloud, Chatter and AppExchange applications.

• Experience in creating the ultimate sales and marketing tool by integrating Pardot marketing automation with Salesforce CRM.

• Good understanding of SAAS, PAAS and IAAS cloud computing services

• Excellent understanding of Org hierarchy, Roles, Profiles, Users, object level security, field level security, record level security and sharing rules.

• Experienced working with Salesforce.com Sandbox and production environments, also with Eclipse IDE Force.com Plug-in environments.

• Hands on development experience in creating Lightning Applications on Salesforce1.

• Excelled in working with various salesforce.com standard objects like Accounts, Contacts, Opportunities, Products, Cases, Leads, Campaigns, Forecasts, Reports and Dashboards.

• Experienced working with various App exchange products or CPQ products like Salesforce CPQ (formerly Steel Brick CPQ), IBM sterling CPQ, APTTUS CPQ, Conga Composer and DocuSign

• Experience with tools like Apex Data Loader, Eclipse IDE and Force.com IDE.

• Hands on experience in integrating Salesforce with other local servers using Informatica cloud.

• Worked with SOQL, SOSL, Visualforce, APEX, ETL, SOAP API Force.com and Web services API.

• Strong Database (RDBMS) development experience in writing queries, functions, stored procedures, triggers, and views in Oracle, SQL, PL/SQL and MS Access.

• Expertise experience in JAVA/J2EE projects in software analysis, design, implementation and development.

• Expertise in SFDC Software Development Lifecycle (SDLC). Experience in ExactTarget, Buddy Media, Radian 6 and Social Studio in different projects. Experienced in using Eclipse IDE, Force.com ANT, Developer console for development and debugging and query.

• Experience in using the Workbench tool for SOQL queries, SOSL and the REST Explorer.

• Experience in using the Force.com Explorer to browse data model schema, custom objects, fields, build and test SQL queries.

• Interacted with Customers for requirements elicitation and created BRD for Saleforce.com implementations.

• Expertise in Object Oriented Programming involving Analysis and Design and Development of web-based applications using Java technologies and UI skills HTML, DHTML, CSS, XML, JavaScript, and J2EE.

• Proficient in web technologies like HTML, XML, CSS, JavaScript, Bootstrap and databases such as SQL Server and Oracle.

• Extensive experience in developing enterprise applications using Java technologies such as JSP, Servlets, Spring MVC, XML, JDBC and CSS.

• Highly organized and dedicated with a positive attitude, capable of producing results immediately on hire.

• Great involvement in creating salesforce Lightning Apps, Components, Controllers and Events.

• Altered existing Visualforce to adjust to salesforce new Lightning UI encounter.

• Customer centric with effective interpersonal, organizational and problem-solving skills.

**Work Experience:**

**Salesforce Developer**

**Medela - Elgin, IL**

**April 2018 to Present**

Description: MOM, which provides financial services and customer service to sales and warehouse operators. Salesforce.com implemented a custom Salesforce CRM solution for Medela Financial that integrated and replaced its fragmented system on premise software. Comprehensive yet granular security solution within Salesforce that ensured sensitive client financial data was accessible only to those entitled to it.

**Responsibilities**

* Gathering the business requirements from business team and users. Writing the functional specification document based on the business requirement document.
* Involved in daily support calls and enhancement planning calls.
* Writing Apex triggers, apex classes, developing Visual force pages, batch classes, scheduled apex, and test classes.
* Highly used data loader and informatica on demand tool to integrate Salesforce with other legacy systems.
* Hands on experience in migrating the data into the application from other merged companies and facilitating the application.
* Designed visual force pages in different formats like pdf, customized to download page as excel/PDF, designed with CSS for Interface.
* Involved in deployment of the components from staging environment to production.
* Constant involvement in exploring apex change apps and using the apps wherever necessary. Used apps like Apttus, Exact target, Market, Dupe Catcher, Cloud Converter, Chatter unfollow rules, Field Trip, Conga Composer, AKARD, DocuSign etc.
* Developed Lightning apps using Lightning Components and made them compatible with salesforce1 mobile app.
* Created many Email Templates and Mail Merge Templates and was involved in doing the mail merge for different standard and custom objects in lightning experience.
* Highly involved in customizing the Salesforce functionalities like workflows, approval process, setting up roles, creating profiles, security controls, data management.
* Designed and documented the application enhancements post go live.
* Implemented single sign on for the organization.
* Worked on Apttus CPQ product setup, pricing setup and integration with Salesforce objects to bring existing custom functionality in parity. I also worked on DocuSign for Quote approvals.
* Performed CPQ related configuration for product setup, approval matrices, approval rules, process builders and flows.
* Worked on Lightning Experience has evaluated complete Readiness report provided by Salesforce and redid the work in Lightning sandbox and made sure everything is working.
* Formatting and migrating user data into LE, Implemented Salesforce Lightning Components within the organization. Used Salesforce Lightning Design Systems (SLDS) components in the Lightning Application.
* Technical product knowledge of Cloud Craze B2B/B2C cross-channel e-commerce Platform
* Expertise in developing B2B/B2C Cloud Craze solutions.
* Experience in configuring Cloud Craze app
* Working experience with the eCommerce development process in an agile environment and the ability to create solutions
* Integrated Apttus CPQ and CLM applications and automating processes on Salesforce platform.
* Written SOQL, SOSL for data manipulation needs of the application using platform database objects.
* Developed Lightning components and Lightning apps to provide better and more interactive interfaces to end users, which help in sales enhancements.
* Upgraded some Apps from Salesforce Classic to Lightning experience to develop rich user interface and better interaction of pages.
* Keeping track of all Salesforce releases throughout the year and implementing latest enhancements immediately in the application.
* Raising cases with Salesforce support team in solving the product bugs.
* Solely implemented Ideas and Case Management and Lead management for the organization using web to lead, web to case, email to case, lead and case assignment rules etc.,
* Developed complex visual force pages using standard, custom controllers and components.
* Responsible for refreshing the Full copy and training sandbox environments regularly.

Environment**:** SaleForce.com platform, Visual Force (Pages, Component & Controllers), Apex (Classes, Controllers & Triggers), Workflow & Approvals, Reports, Custom Objects, Custom Tabs, Data Loader, Sandbox, APTTUS CPQ HTML, Java Script, Eclipse IDE Plug-in Salesforce Developer.

**Salesforce Developer**

**Toyota Connect - Dallas, Tx**

**March 2015 to April 2018**

Description: The Toyota Connect primarily engages in the distribution, and sale of spare parts and related products to professional, industrial, commercial, and retail customers primarily in North and South America and Europe. Configured Salesforce CRM supporting Sales, Marketing and Technical Services by creating groups with separate custom profiles and custom page layouts. Duties included improving the sales cycle by coordinating with the user groups by creating the custom fields and formulas as required and supporting the internal customers for their queries/issues. Improved the internal processes by using the benefits both obvious and hidden by having a world class CRM Implementation.

**Responsibilities:**

* Design the security and sharing model for the application by creating roles, profiles, sharing rules, public groups, apex managed sharing etc.,
* Develop Apex triggers, apex classes, batch apex and schedule apex to automate the business processes.
* Worked on various salesforce.com standard objects like Campaigns, Leads, Accounts, Contacts, Opportunity, Forecast, Cases, Reports, and Dashboards.
* Worked on customization of visual force to have lightning experience for desktop and mobile applications.
* Implemented Web-to-lead to track and solve leads from the website.
* Created different Workflow rules and Approvals for various campaign processes.
* Designed, and developed the Custom objects, Validation rules, Page layouts, Custom tabs, Components, Visualforce Pages to suit to the needs of the application.
* Involved in Salesforce.com Application Setup activities and customized the apps to match the functional need i.e. Sweep & Match, Custom Member Search, and Data Synchronization by web services integration.
* Written SOQL, SOSL query language necessary for the application in Apex Classes and Triggers.
* Implemented Web-to-Lead and Web-to-Case automation.
* Written Test Classes to meet Unit testing before migrating from Sandbox to Production environment.
* Created various Standard and Custom Reports / Dashboards (summary reports, matrix reports, pie charts, dashboards, and graphics) and Report Folders to assist managers to better utilize Salesforce.com as a sales tool and configured various Reports and for different user profiles.
* Provided post-implementation support to assist end users in creating reports, dashboards and certain administration tasks including creating and maintaining user profiles and privileges.
* Implemented Web to Case, Email to Case functionalities to provide a better customer support to the customers.
* Work on ETL tools and Web Services API to integrate Salesforce with other applications within the organization.
* Developed custom Apex REST services for internal applications to consume data from Salesforce.
* Deploy changes between different environments and work on sandbox refresh process.
* Develop proof of concepts for business analysts, and work with them closely until the requirement is completed.

Environment: Salesforce.com platform, Apex Language, Visual Force Pages, Data Loader, HTML, JavaScript, S-Controls, Workflow & Approvals, Validation Rules, Reports, Custom Objects, Email Services, Escalation rules, Auto-response rules.

**Java Developer**

**Wells Fargo - Charlotte, NC**

**May 2012 to March 2014**

 Description: Financial Engines offers both retirement online advice and managed account services to participants, which will give Wells Fargo a competitive advantage in large market sales opportunities and help with retention of signature service clients.  This service will be in addition to the advice and managed account services provided by Morningstar. As part of this project I am responsible for developing a dynamic web application which serves the customers as well as business units in wells Fargo.

**Responsibilities**:

* Worked closely with product managers and stakeholders to define, implement and improve user experience.
* Performed heads-down development, technical integrations with backend APIs using web services and working with QA to assure top quality deliverables on-time.
* Configuration of application using spring IOC, Spring MVC, Hibernate, DAO’s, Java Server Pages.
* Developed the application using Spring MVC Framework that uses Model View Controller (MVC) architecture and presentation layer as JSP, HTML and CSS, AngularJS.
* Extensively used Spring IOC for Dependency Injection and worked on Custom MVC Frameworks loosely tied to backend services.
* Designed and developed REST API based services using Jersey framework for multiple client’s access to the Money funds data.
* Developed a Soap based web services using Apache-CXF to consume xml data.
* Used server-side messaging technologies like JMS for the communication with the backend End to have secure and guaranteed Delivery of Data.
* Involved in implementing Apache HIVE and PIG scripts and Map Reduce framework to analyze the future pricing patterns of different funds.
* Used Agile methodology/SCRUM to develop the application.
* Developed Java Batch Jobs using the Batch framework on top of Java and J2EE frameworks.
* Extensively used Data Structures and Design patterns for the best performance and reliability of code.
* Developed Stored procedures and Event Triggering for adding, updating and retrieval data on top of Sybase database.
* Utilized design patterns like Singleton, Service Locator and Front Controller.
* Used Log4j for logging and debugging the application.
* Performed extensive test-driven development-using JUnit for unit testing.

Environment: J2EE, Hadoop, Hive, Pig Latin, HDFS, MapReduce, Hibernate, Spring, JMS, AngularJS, JavaScript, HTML, CSS, WebSphere, Sybase, SQL Toast, SVN, GitHub, Log4j, Jenkins, VersionOne.

**Java Developer**

**TCS - Bangalore, India**

**June 2011 to April 2012**

Description: **Orbis** is a web application which consists of several number of gadgets that can be used to track the process of obtaining the Tax credits from the federal government. This application can be accessed by multiple users like operators in the back-office call center and managers. All the process involved in getting the credits from the states is managed by this application.

**Responsibilities:**

* Interacted with the client directly while capturing the requirements and project closure.
* Prepared the design documents and effort estimations.
* Developed application presentation layer using the JavaScript framework.
* Actively involved in mock screens development and project start-up phase.
* Developed three tier architecture application using Spring MVC framework.
* Used Hibernate, object/relational-mapping (ORM) solution, technique of mapping data representation from MVC model to Oracle Relational data model with SQL-based schema.
* Configured the application using Spring, Hibernate, DAO’s, Actions Classes, Java Server Pages.
* Developed screens using JSP, HTML, JavaScript.
* Developed SOAP based web services using WSDL, SOAP, JAX-WS and AXIS.
* Produced as well as consumed RESTful web services using Jersey API.
* Followed Java & J2EE design patterns and coding guidelines to design and develop the application.
* Deployed the applications on WebSphere Application Server.
* Fixed defects identified during QA, UAT and Production.
* Used Oracle 11g database for tables creation and involved in writing SQL queries using Joins and Stored Procedures.
* Developed JUnit Test Cases for Code unit test.
* Worked with configuration management groups for providing various deployment environments set up including System Integration testing, Quality Control testing etc.

Environment: J2EE, Hibernate, Spring, JavaScript, HTML, CSS, WebSphere, Toad for Oracle, Oracle 11g, SVN, Log4j, Jenkins, Rally, MS Office, Windows7.

**Education**

**Bachelor's in Technology (Electrical Engineering), Master’s in Science (Computer Engineering)**

**Skills**

Apex (5 years), Bootstrap (3 years), Case management (3 years), CRM (6 years), CSS (3 years), Customer relationship management (6 years), database (6 years), Eclipse. (8 years), Excel (3 years), Force.com (5 years), Html (5 years), integration (4 years), Integrator (4 years), JavaScript (3 years), loader (8 years), SFA (5 years), Soap (4 years), web services (5 years), workflow (5 years), Xml (3 years), java (5 years)

**Additional Information**

**Technical Skills:**

**Force.com**

Salesforce CRM, Salesforce SFA, Apex Language, Apex Classes, Apex Triggers, SOQL, SOSL, Visual Force (Pages, Components & Controllers), S-Controls, Veeva CRM, Apex Web Services, AJAX, Workflow & Approvals, Apex Data Loader, Dashboards, Reports, Analytic Snapshots, Custom Objects, Force.com, Eclipse IDE Plug-in, Case Management Automation

**Business Process**

Service Requests and Activities, Opportunities, Quotes and Proposals, Order Management, Campaign Management, Case Management, Contract Management, Lead Management, Content Management, Customer Service/Case Management, Pricing, identity management, Approval, Partner Deal Registration, Data Cleansing and Deduplication, Agreements and Entitlements, Incident Management, capacity planning, Dashboard/Report development, Release management, Change Management through BMC Remedy, BMC CMDB, Remedy

**Salesforce Integration Tool**

Apex Data Loader, SOAP, Web Services, WSDL, Eclipse Force.com IDE Plug-in, Connector, Informatica Cloud Data Wizard, Data loader, Force.com Apex Explorer, Workbench, Composite, Scribe, Force.com Platform (Sandbox and Production), Oracle CPQ (Big Machines), Maven Connector with Salesforce, Ant Connector with Salesforce, Force.com Excel Connector

**Database**: Microsoft SQL Server, MS Access, Oracle 8i/9i/10g, MySQL, UDB DB2, PL/SQL, RDBMS

**Methodologies**: Agile, Scrum, RAD, Waterfall.

**Software Development**: Web HTML, XML, CSS, JavaScript, Angular JS, Bootstrap, SKUID, SP, Servlets, Hibernate, Spring, JDBC, JMS, Web Services, JAX-WS, JAX-RS, Rest & Soap Web services, Apache Spark.