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**Sirisha Kuchipudi**

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* **Having 3 years 4months of Experience in salesforce.com**
* Hands on Experience in creating **custom objects**, custom tabs, custom fields, **Record Types** and **Page layouts,** pick list, and **validation rules**, Roles, Profiles, according to application requirements.
* Experience in **Configuration,** **Customization** and **development** of Salesforce CRM and Force.com platform using **Visual force** and **Apex**
* Having good experience with formulas, **Workflows & validations**.
* Experience in **Sales Cloud** concepts like Campaign management, Lead management and web to lead, etc...
* Knowledge in **Service Cloud** concepts like Case management, Escalation rules, Assignment rules, Auto response rules, Email to case, Web to case.
* Hands on experience with Apex Trigger, Apex Class, Visualforce Pages, Visualforce Components & Controllers.
* Experience on CPQ as a Installation packages on bundle products, Optional Constaints , Configuration Attributes , Price rules ,Discount Schedules ,Product rules , Quote Template, Contracts.
* Self-motivated and quick learner. Ready to explore and learn new technologies.

**Certifications:**

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| * Salesforce Platform Developer 1. |  |

**Skills:**

Programming Languages : Apex, Core Java

Web Technologies : Visual Force, JavaScript, CSS, HTML

Tool : Apex Data Loader, Workbench, Force.com.

Database : SOQL, SOSL

Operating System : Windows Family

**Educational details**:

* M.TECH Computer science from JNTUH-Hyderabad(2012)
* B.TECH Information Technology JNTUH-Hyderabad(2010)

**Work Experience:**

* Currently associated with **Geneca Sloutions Private Limited**, Hyderabad as a Software Engineer from Feb 2018 to till date.

**Project 1 :** VolVo Groups

**Role** : Salesforce Developer

**Description:**

**Volvo Group’s brand portfolio consists of several distinct brands, targeting different customers, stakeholders, segments and markets to support Volvo Group’s vision to be the most desired and successful transport and infrastructure solution provider in the world.**

**They Adopted salesforce CPQ to configure their products and provide a best and comfortable price Deals and methods for a user to enhance the users productivity.**

**Responsibilities:**

* Worked closely with business analysts, and team members.
* Configured products, catalog Hirarichies, Bundles,Bundle within Bundle,Price List across

all the products.

* Involved in Guided selling Techniques and Discountscheduling.
* Configured price rules ,Quote Template And Renewals.
* Involved in creating the objects,tabs,fields, and formulas,.
* Import/export records to salesforce via data loader
* Developed application using apex controller, visualforce pages .
* Created Documents, Email alerts, Mail Template’s.

**PROJECT 2:**

Project Name   : Columbia Asia Hospitals.

Role         : Salesforce Admin & Developer.

**Description:**

Columbia Asia is a chain of Hospitals in Asia with 28 medical facilities across India, Malaysia, and Vietnam.

They adopted the Salesforce especially their marketing like campaign management, capturing leads converting them in to accounts, opportunities, Hospital Management.

They adopt the salesforce to increase their sales by improving sales people performance.

**Responsibilities and Contribution:**

* Talk to internal departments on daily calls to gather the requirements.
* Active participant in internal technical discussions related to the project.
* Requirement Analysis & Time Estimations.
* Designing the better solution to the application.
* User, Role and Profile Setup.
* Creating Reports, Dashboards if needed.
* Developing Applications using Visual Force Programming & Apex Programming Languages.
* Test Code Coverage.
* Task Updates to the customer on daily status call.
* Preparing the project related documents, Checklist preparation on all manifest items deployed.
* End User Training to Business users.