**Sai Venkata Ajay Kumar. Potti**

**saivenkataajay10mar@gmail.com**

**+91 8328126621**

##### PROFESSIONAL SUMMARY

* Has 4.3 Years of experience in the areas of **Application Software Designing, Development, Testing** and Implementation. This involved **Salesforce CRM Administration, APEX, Visual Force, Lightning Development,**  **.Net C# technology, and SQL Server**.
* 2.2 years of experience with Salesforce Configuration and Customization (Apex, Lightning component Development).
* Experience in developing Windows Applications using C#, Win Forms, Excel Macro (VBA), SQL.
* Experience in Creating Test scripts and test scenarios.
* Experience in handling customer/client relationship in calls.
* Excellent communication and inter-personal skills.
* A good analytical mind with willingness and ability to learn new technologies.
* Ability to deliver projects within deadlines.

##### EDUCATIONAL QUALIFICATIONS

**Vignan University,** Vadlamudi – B. Tech, Electronics and Communication Engineering With an aggregate of 78.4%.

##### TECHNICAL SKILLS

Languages: Salesforce | Salesforce Administrator, Apex, Visual Force, Lightning development, .Net C#, SQL Server, CSS, Java Script.

Frameworks: .Net Framework 4

RDBMS: MSSQL Server 2012/2008

Development Tools: MS Visual Studio 2010, Force.com, ANT, Data Loader

Operating Systems: Windows

Others: Testing Skills

##### ORGANIZATIONAL EXPERIENCE

**Organization:** Accenture Services Pvt. Ltd. (accenture.com)

**Job Title:** Software Engineer

**Duration: 8th OCT 2014** to till date.

**Organization:** Tata Consultancy Services Pvt. Ltd. (tcs.com)

**Job Title:** Intern

**Duration: Jan 2014** to **June 2014**.

##### CERTIFICATIONS :

**ADM-201 - Salesforce Certified Administrator, 2017**

**70-483 - Programming in C# certified by Microsoft, 2017**

**PD1 - Platform Developer 1, 2018**

##### PROFESSIONAL SUMMARY

**Project: SHIRE**

**Role: Salesforce Development Apr 2018** **– Till Date**

**Description**: Shire is a leading global biotechnology company focused on serving people affected by rare diseases and highly specialized conditions. The project is about Patient Services. The Salesforce CRM Application is implemented to Onboard/Intake Patient's/Physicians and create a related product case. Case Manager alignment happens based on the Physician Zip-code territory. Implemented Whole intake Process Using Lightning Components.

**Responsibilities:**

* Created new User Accounts and assigned Profiles as per their role in role hierarchy.
* Customized Page layouts for Standard/Custom objects and assigned Record Types.
* Created Data Validation rules and Formulas as per business requirement.
* Worked with various salesforce.com Standard objects like Accounts, Cases, Order, Tasks, etc,.
* Experienced in the Salesforce.com as Administrator in SFDC Standard Objects Customization, Security Access, workflows, Process Builder, Flows, Triggers, Data Validation & customer support.
* Code optimization with governor limits of Sales force.
* Writing Triggers using Apex, Test Classes.
* Created a whole patient service intake process using Lightning Components and Flows.

**Project:**

**Client: ACE Insurance**

**Role: Salesforce Administrator and Development Jan 2017** **– Mar 2018**

**Description**: Combined Insurance of America (CICA) is defining a new automated Agent interface process as part of its overall growth strategy. Agent mobility is expected to generate efficiencies in the distribution and management of leads, rating &amp; quoting, applications, payments, and sales tools. The purpose of the eAgent project is to track leads assigned to field agents, to be able to sell and underwrite insurance applications to increase productivity and revenue. The Salesforce CRM Application is implemented to consolidate sales management for all the regions. Salesforce CRM Application was developed to provide customized solutions to the Sales team to keep track of their customers, their contact information and their opportunities in Pipeline.

**Responsibilities:**

* Created new User Accounts and assigned Profiles as per their role in role hierarchy.
* Defined Org wide default to restrict access from users.
* Customized Page layouts for Standard/Custom objects and assigned Record Types.
* Created Data Validation rules and Formulas as per business requirement.
* Worked with various salesforce.com Standard objects like Accounts, Contacts, Leads, Cases, Reports, and Dashboards.
* Experienced in the Salesforce.com as Administrator in SFDC Standard Objects Customization, Security Access, workflows, Process Builder, Flows, Triggers, Data Validation & customer support
* Code optimization with governor limits of Sales force.
* Writing Triggers using Apex, and creating UI tabs using Visual force

**Project:**

**Client: Oil and Gas Industries Oct 2014 – Dec 2016**

**Role: Application Developer**

**Description:**

The design of ADAT - Accenture Data Analyzing tool. Accenture has developed ADAT tool to overcome the drawbacks in existing Smart Plant tools. To remove the duplicate documents Smart Plant Fusion tool is used which takes more effort and time that of ADAT to compare the two documents and verify if they are duplicate.

ADAT tool is introduced to categorize the documents present in repository as per their type to reduce the effort.

**Description:**

The design of EDET- Engineering Document Extraction Tool. Accenture has developed EDET tool EDET tool is used for reading the content from the engineering documents. The documents can be an image, PDF, DWG etc. The extracted data is filtered using Regular expression (Regex) and the result will be stored in Database and XML output files in local folder. These xml files are processed using Fusion Application

**Responsibilities:**

1. Involved in gathering the requirements from Functional Team.
2. Analyzing the requirement for development purpose.
3. Created the UI using Win-Forms based on the requirements.
4. Writing Backend code using C#.
5. Developing modules based on the requirement.
6. Technical Design Document Preparation.
7. Have involved in the major module enhancement from the requirement capturing.
8. Involved in bug fixing and enhancements.

***Environment:*** *.Net c#, Visual studio 2010, MSSQL server 2012, and TFS.*

**Project :**



**Client: TCL Jan 2014** **– June 2014**

**Role: Tester (Intern)**

**Description:**

The aim of the project **ACEGVPN** is to develop the order entry development. Order entry development is mainly for customer management and order management. In customer management captures the details of the customer and store into the system.

**Responsibilities:**

1. Created Test Scripts and Test Scenarios based on the Functional Document.
2. Execution of test plan, end to end Manual Testing.
3. Raising Bugs using Bugzilla tool.
4. Verifying the data using SQL.
5. Salesforce application Manual Testing.

##### PERSONAL DETAILS

**Name:** Sai Venkata Ajay Kumar. Potti

**Father’s Name:** Samba Siva Rao. Potti

**Date of Birth:** 10thMar 1993

**Gender:** Male

**Nationality:** Indian

**Languages known:** Telugu**,** English, Tamil

**Permanent Address:** Dr.No 1/46, Penugudurupadu,

Tsundur (M), Guntur (DT)

Pin-522211

**Current Address:** Kundhanahalli, Bangalore

**Hobbies:** Playing Indore Games, Long Drives, Listening music and Movies

**PLACE: Bangalore**

**DATE: P.S.V. AJAY KUMAR**