



RAJ SHARMA

Software Engineer |  Portfolio



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- Azad Street Society, Railway Station Road, Prantij-383205



Education

- Master of Comp. Applications
 - Shri Chimanbhai Patel Institute-Gujarat Technological University
 - 2020-2022, CPI – 9.01
 - Internship at Xipra Tech counted towards industry exposure.
- Bachelor of Comp. Applications
 - Grow More Institute of Computer Application, HNGU
 - 2017-2020, SGPA – 8.83



Hobbies

- Cricket
- Trekking
- Reading Books
- Travelling



Profile

- A result-oriented intermediate with 4.9 **years** of experience in application development & enhancement, service delivery, and client relationship management in CRM, eCommerce, ERP
- Take part in client communication for understanding business requirements along with seniors.
- Expertise in MS Dynamics CRM, Power Portal/Pages, Power Automate (MS Flow), SharePoint Integration, and Power BI
- Hands on experience in development of Microsoft CRM solutions via building custom add-ons, plug-ins, custom workflow activities, Actions, workflow integration, and CRM application development
- Capable of developing, deploying, customizing, and integrating Microsoft Dynamics CRM
- Exposure in JavaScript, DOM manipulation, consuming XRM APIs.
- Ability to understand business requirements and translate them into technical requirements
- Actively involved in phases of the Software Development Life Cycle: Analysis, Design, Coding, Implementation, and support
- I am very good at problem-solving and optimization skills



Tools & Technologies

- Microsoft Dynamics 365, Azure, .NET, Power BI, Power Portal/Pages, Power Apps, Power Platform, Share Point
- SQL Server, SSIS, SSRS
- C#, HTML, JavaScript, jQuery, XML, CSS
- Azure Function, GIT, Azure DevOps Board



Work Experience

1. Full Stack Developer (Intern), Xipra Tech Solutions (*Internship during MCA*)

➤ Jul 2020 – Dec 2021

- Gained hands-on experience building responsive web interfaces.
- Worked on real-world projects using HTML, CSS, JavaScript, ReactJS, and Oracle JET.
- Developed backend functionalities and server-side logic using ASP.NET (ASPX Web Forms with C#).
- Collaborated in a full SDLC environment including UI/UX, coding, debugging, and client testing.
- This internship was part of the MCA curriculum but involved full-time responsibilities.

2. Software Engineer, Vedlogic Solutions Pvt Ltd

➤ Jan 2022 – Dec 2023

- Contributed to multiple dynamics 365 and Power Platform projects across healthcare, education, engineering and mortgage domain.
- Built and customized CRM Component using plugin, custom workflows, JavaScript, and Power Automate.
- Collaborated with clients to understand business requirement and delivered scalable, user-friendly CRM Solution.

3. Software Engineer, Advic Tech Pvt Ltd

➤ Jan 2024 – Present

- Developing a commercial productivity product, Email Boost, alongside CRM implementations.
- Leading Power Pages portal development, including custom UI, authentication, and integration with external systems.
- Managing end-to-end delivery of projects, including direct client communication, sprint planning, and QA.



Key Projects Undertaken

1. Healthcare – Falls Response Management System

Client Industry: Healthcare | **Tech Stack:** Dynamics 365, Power Apps (Canvas), Power Pages, Power Automate, Power BI, C#, .NET, JavaScript

Project Overview: Developed a digital solution for managing fall incidents reported by ambulance services. A Canvas App was used to capture incident data, which synced with Power Pages for internal team assignment and response. Management insights were enabled via Power BI dashboards.

Key Contributions: :

- Designed and implemented Canvas App for data capture from ambulance teams.
- Customized **Power Pages** for internal teams to **view, edit, and assign fall requests**.
- Built **Power Automate flows** to notify stakeholders and interact with government APIs.
- Created **Power BI dashboards** for analytics and operational insights.
- Engaged in **client discussions** to refine workflows and improve efficiency.

2. Education – Student Enrolment Portal

Client Industry: Education | **Tech Stack:** Power Pages, Dynamics 365, Model-Driven App, Power Automate, Power BI, SSRS, SharePoint

Project Overview: Built a digital enrolment system for students to apply, track application status, and access key information. The portal supported multi-step forms, document uploads, and visual insights via Power BI.

Key Contributions:

- Developed **Power Pages portal** for student registration with **multi-step forms** and **SharePoint document upload**.
- Integrated **Power BI dashboards** into the portal for real-time analytics and application tracking.
- Created **Power Automate flows** for notifications to students and staff.
- Configured **web roles and permissions** for secure access by different user types.
- Built **SSRS reports** for summarizing application data and sharing with applicants.

3. Engineering – Sales Management System

Client Industry: Engineering (Offshore Energy & Tech) | **Tech Stack:** Dynamics 365, Model-Driven App, Power Automate, Plugins, C#, .NET, JavaScript, jQuery

Project Overview: Developed and enhanced a Dynamics 365-based Sales module for an engineering client serving offshore energy, defence, aerospace, and other sectors. Handled user requests, customization, and technical enhancements.

Key Contributions:

- Delivered **custom Model-Driven Apps** with tailored forms, entities, relationships, and views.
- Developed multiple **plugins** for data validation and automation of related data creation.
- Managed support tickets and change requests via **Jira**, ensuring timely resolution.
- Participated in **scrum meetings and sprint planning** for ongoing development cycles.
- Performed **enhancements, maintenance**, and bug fixes across the application.

4. Mortgage – Sales Module for Mortgage Industry

Client Industry: Mortgage & Finance | **Tech Stack:** Dynamics 365, Power Apps, Power Automate, SSRS, C#, .NET, JavaScript, Azure Functions

Project Overview: Delivered a custom CRM system using Dynamics 365 Sales to manage brokers, clients, and customer interactions. The solution streamlined lead handling, NMLS verification, and reporting.

Key Contributions:

- Customized **Dynamics 365 Sales** for entities, forms, workflows, roles, and business units.
- Designed conversion logic for **Lead ↔ Client workflows** with role-based access.
- Enabled broker registration using **NMLS API integration** for real-time license validation.
- Built **SSRS reports** and **email templates** aligned with business needs.

5. MedTech Product Data Management System

Client Industry: Medical Technology | **Tech Stack:** Dynamics 365, Power Apps, Power Pages, Power Automate, Plugins, C#, .NET, JavaScript, Azure Functions

Project Overview: Developed a portal-based solution to allow external users to access and market MedTech product data. The system enabled secure, role-based access to critical product information for external stakeholders.

Key Contributions:

- Translated stakeholder requirements into **Dynamics 365 customizations** and scalable technical solutions.
- Customized entities, forms, views, **business rules**, and **workflows** to align with internal processes.
- Developed an external-facing **Power Pages portal** with user-friendly, branded UI/UX.
- Enabled **secure self-service access** to product data for external users.

6. Project: Johnson and Johnson Healthcare/Educational Power Portal/Pages (Japan)

Client Industry: Healthcare & Education | **Tech Stack:** Dynamics 365, Power Apps, Power Portal, Power Automate, C#, .NET, JavaScript, jQuery, 3rd Party APIs

Project Overview: Led the development of a secure Power Portal for Johnson & Johnson Japan, combining product access, e-learning for medical students, sales reporting, and case management with multilingual and localized features.

Key Contributions:

- Designed and implemented **custom e-learning modules** tailored for medical students
- Developed **sales reporting system** with downloadable insights for internal teams.
- Enhanced UX/UI for both e-learning and product access portals in line with brand identity.
- Built **custom plugins, workflow activities**, and integrated **3rd-party APIs**.
- Developed and Conducted **bi-weekly meetings with Japanese stakeholders** to gather feedback and align deliverables with regional needs.

7. Dynamics 365 CRM Migration Project

Client Industry: Construction/Manufacturing | **Tech Stack:** Dynamics 365 Online, Power Apps, Power Automate, JavaScript, HTML, C#, ASP.NET

Project Overview: Migrating on-premises CRM system to Dynamics 365 Online, modernizing legacy features and improving system performance.

Key Contributions:

- Converted old ASP.NET pages and ribbon buttons to work in D365 Online.
- Updated plugins and JavaScript to support online environment.
- Rebuilt features like Order Acknowledgement, PDF Preview, and Milestone Dates.
- Improved user experience while keeping all existing business logic.
- Worked with teams to test and match on-prem and online functionality.