

MOTHUKURI SUJITH SAI

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PROFESSIONAL SUMMARY:

As a Salesforce Certified Developer, has over 3 years of experience. I acquired designing, developing, and deploying scalable Salesforce solutions. Proficient in modifying Salesforce CRM apps and Custom Applications with Apex, Visualforce, and Lightning Web Components (LWC) to improve functionality and usability. Skilled at creating and optimizing workflows, triggers, batch processes, and integrations to improve business operations. Strong understanding of Salesforce Sales Cloud, Service Cloud, and Lightning Experience, as well as a thorough understanding of Salesforce APIs, third-party interfaces, and data modeling. Capable of interacting with stakeholders to gather requirements, create tailored solutions, and drive automation. Committed to continual learning, keeping up with Salesforce innovations, and providing new solutions to improve corporate productivity. I am eager to contribute my skills and experience to a dynamic and challenging role within a forward-thinking organization.

TECHNICAL EXPERTISE:

- **Salesforce:** Customization and Configuration of application, Custom Object and Field creation, Security Management: Permission set, Permission set groups, User Set-up. Sharing rule- OWD, Relationships (Master-Detail, Lookup, Junction Object, Hierarchy Lookup, Many to Many). Object Management (Validation Rules, Record Type, Formulas, Button Link Options). Data Management (Data Loader, IO, Workbench, Wizard). Sales Cloud (opportunity, Quote, Pricebook, Product). Reports and Dashboards, Communication Templates and Duplicate Management.
 - **Automation:** Flows (ALL), Process Builder, Workflows, Approval Builder, Apex & Apex Trigger, SOQL/SOSL, DML and Apex classes, Test classes, Lightning Web Components (LWC), VF Pages.
 - **Web Technologies:** HTML, CSS, JavaScript
 - **Development Tools:** Visual Studio Code (VS Code)
 - **Operating Systems:** Windows, Amazon Linux.
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EMPLOYMENT HISTORY:

Tech Mahindra | Developer | Jan 2023 – Present

PROJECT:

REAL-TIME ORDER MANAGEMENT SYSTEM

Jan 2023 - Present

Technologies: LWC, Apex, Salesforce Flow, Integration with external systems (Inventory Management), Data Management.

Project Description: To Build a real-time order management system where sales people can track the status of their orders, from creation to delivery. LWC will be used to provide a clean and modern UI for both internal sales representative and customers.

Roles and Responsibilities:

- Implementing Real-time status updates for orders (pending, shipped, delivered, etc.)
- Automated notifications when an order status changes

- Ability to modify orders or cancel them based on status
- Integration with inventory management for stock availability
- **System Design and Development:** Develop and customize the order management system using Apex, Visualforce, Lightning Web Components (LWC), and Salesforce Flow. This includes creating order objects, triggers, and logic for real-time updates.
- **Integration Development:** Implement integrations with external systems such as ERP, Inventory Management, Payment Gateways, and Shipping Providers to synchronize real-time data.
- **Automation:** Build automation processes like order approvals, payment processing, order status updates, and notification triggers using Process Builder, Flow, or Apex Triggers.
- Developing classes with SOQL and SOSL logics
- Deploying of VF pages using button, links, Page layout and Tabs.
- Developing VF pages in MS Visual Code and deploying to source/ scratch org.
- Deploying of VP pages, VF Components to Organization Dev Hub using MS Visual Code

Verusys Software Pvt Ltd | Developer | Jan 2022 - Dec 2022

PROJECT:

LEAD MANAGEMENT SYSTEM WITH AUTOMATION

Jan 2022 – Dec 2022

Technologies: Process Builder, Flow, Apex and Data Management

Project Description: The Salesforce Lead Management System with Automation is a project designed to help organizations streamline their lead generation, tracking, qualification, and conversion processes. This system will automatically capture leads, score and qualify them based on predefined criteria, assign them to the appropriate sales reps, and trigger follow-up reminders. By using Salesforce automation tools like Process Builder, Flow, and Apex, the system will ensure that leads are followed up promptly, increasing conversion rates and reducing manual intervention

Roles and Responsibilities:

- **Custom Automation Development:** Develop automation using Apex triggers, Apex classes, Flow, and Process Builder for lead capture, qualification, assignment, and follow-up reminders.
- **Custom Fields & Object Configuration:** Customize the Lead object by creating custom fields like lead score, industry type, etc., and set up validation rules for data quality.
- **Lead Scoring Logic:** Implement complex lead scoring models using Apex or **Flow** to prioritize high-potential leads.
- **Performance Optimization:** Optimize automation processes to ensure they perform well even with a large number of leads.

EDUCATION DETAILS:

BACHELOR OF TECHNOLOGY – CIVIL

2018 – 2022

Guru Nanak Institute of Technology, HYDERABAD

Certifications:

1. Salesforce Certified Administrator
2. Salesforce Certified Platform Developer I
3. Salesforce Certified Platform App Builder
4. Salesforce Certified Data Cloud Consultant