**career Objective**

 I am currently looking for a full-time position in an environment that offers a greater challenge, increased benefits for my family, and the opportunity to help the company advance efficiently and productively

**Technical Summary**

* Good understanding of all phases of Software Development Life Cycle (SDLC) which involves requirement gathering, requirement analysis, design, development, implementation & enhancement of projects in SalesForce.com technologies.
* Developing User Interface, Page Layouts, Tabs, Custom fields, Custom objects, Validation Rules, Triggers, etc
* Good knowledge on Apex classes, Visual Force Pages, Apex Components and Controllers, Triggers, and working with Force.com IDE.
* Strong knowledge on Trigger, Test Methods, and writing SOQL and SOSL queries.
* Can handle Batch Apex and Scheduled Apex
* Strong knowledge on deployment by using change sets, Eclipse With Force.comIDE, workbench and ANT Migration tool.
* Ability to adapt to any environment such as working with small or large groups or independently and excellent communication skills.
* Knowledge in building Standard Page and Custom Screen and navigation using Page Layout and Visual force Page.
* Knowledge in Data Import Wizard and Apex Data loader for data migration.
* Good knowledge on Vf Markup and Vf controller

**Education**

* Master Of Science in Applied Electronics
* Bachelor Of Science in Computers

**Skill Set**

**CRM :** Salesforce.com CRM

**SFDC Technologies:** Apex, Visual force, Apex Classes, Apex triggers, Visualforce Pages, Batch Apex, Schedule Apex, Workflows and Approvals, Case Management, Automation, Sandbox testing.

**Languages :** Apex, , Java, Embedded C,VLSI,MAT\_LAB,PCB Designer ,8085,pic,ARM

Optics

**Web Technologies :** HTML, CSS, Java Script.

**Operating Systems :** Windows 2000/XP

**Tools :** Eclipse, Force.com IDE, Apex Data Loader, SOQL, SOSL

**Strengths**

* A self-confident person, who believes in smart and value added work.
* Flexible to change as per requirement.
* Enthusiastic in learning new things.

**Extra Curriculum, Hobbies and Achievements:**

* Won 100% attendance award for continuous 11 yrs in school and college.
* Won many prizes in Chess, Badminton, and And Kabbadi.
* Good in building a team, mingling with new people and coping up with the new environment.
* Got 34th rank in PGCET

**Professional Summery**

Expert professional in business development, planning and executing business strategies, master in developing new market channels and building strong relationships with sales managers, customers, and industry leaders.

Vast experience with branding and introducing new products.

Superb understanding of business sense and strategies.

**Employment Details:**

Worked at Raje Health Care private limited as a senior executive in services and business development department for a period of 24 months.

***Duties:***

* Promote company brand to customers and ensuring their knowledge is current and appropriate.
* Generating new clients both in face to face meetings and over the phone.
* Writing up concise and value based sales proposals.
* Writing up sales reports, activity reports and revenue forecasts.
* Developing and maintaining a database of all the contacts.
* Handling service related issues.
* Preparing strategic plans to increase sales.
* Business development proposals to the top level management.
* Handling team and delegation of their duties and responsibilities.

**Achievements**

* Profitably managed 160% growth in total business during last two years.
* Planned and launched 15 retail stores in one year.
* Developed cost management analysis, activity-based costing
* Increased sales by 92% in a single fiscal year by employing modern selling techniques derived from in-house sales training programs
* Established a standardized sales reporting system
* Introduced online selling and trained one team of sales personnel to handle online orders and transactions, thereby increasing the company’s profits by 32%
* Proofread, wrote and edited copy for print and website materials, maintaining consistency across multiple projects.
* Differentiated business through extensive follow-up to assess client requirements and foster relations.
* Generated lead reports measuring campaign results.
* Executed Facebook based marketing program which resulted in 12% increase in sales, 46K Facebook fans, and 20K unique email addresses
* Managed profit & loss by following cash control/security procedures, maintaining inventory, managing labor, and reviewing financial reports
* Set revenue quotas for the sales areas and tracked customer and amount retention rate. A renewed focus on customer increased retention rate by 15%.
* Led development of market and competitive intelligence analyses for leadership team and business unit decision-making
* Defined new roadmap which drove increased revenues from Year to Year

**Personal Information**

**Sex and Marital Status : Unmarried**

**Father’s Name : E.S.Rao**

**Date of birth :22-2-1989**

**Nationality / Citizen :**

**Language Proficiency : English,,Telugu**

**Hobbies : playing Batminton,Chess,Cricket reading books**

**Address :** **Nizampet Hyderabad**

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**Declaration**

I hereby declare that the above information furnished is true and correct to the best of my Knowledge and belief.

**Date:**

**Place:**