**Niranja Nair**

**Salesforce Developer**

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| **SUMMARY** |

* **3.5 + Years** of industrial experience in **Salesforce** development and Customization.
* Expertise in **app-exchange** application developmentand **CRM** Customization.
* Good team player, adaptable to new technologies and good analytical skills with an ability to work under demanding circumstances.
* Languages /Technologies : Apex, VisualForce, Javascript, J Query, CSS, HTML
* Tools : Eclipse Force.com IDE, Apex Data loader, Force.com,

Excel Connector

* Current Visa status : **H4** **EAD**

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| **PROFESSIONAL ACHIEVEMENTS** |

* Have gained exposure to Team handling and Customer query handling.
* Experience in leading and managing small sized development team.
* Expertise in developing and managing app-exchange apps
* Presented webinars on Salesforce1 Lightning.
* Mentoring and training team members on Salesforce Technology.
* Driving pre-sales interactions with customers and client communication.

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| **CAREER EXPERIENCE** |

**Salesforce Developer** [**September 2014 – April 2015**]

With **Suyati Technologies;** Suyati Technologies is a Gold Certified partner with Microsoft and ISV Partner with Salesforce, provides marketing technology and integration services for companies that wish to combine the best of breed solutions such as CMS and CRM, with e-commerce, marketing automation, social media listening, email and social marketing, and customer service systems.

Website:  <http://suyati.com/>

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| **Projects Involved** | |
| **Project name**  **Role in Project** | **Implement Sales, Service and Project Management Module**  The client wanted to move to Salesforce for managing their business from Connectwise and other third party tools. We helped them setup there entire business process through Salesforce including Sales, Service and Project Management. For Sales we customized the Objects with custom fields and set page layouts. We also designed custom visualforce page for them to import there dell quotes to salesforce. We implemented online payment through Payment 360. Custom Quote Template was designed. We customized Lightning Service App for their Service. Integration with Vistara and Email to Case was also implemented. Escalation Rules were setup. For Project Management we built on top of an App Mission Control. We designed a automatic Invoice generation Engine, which send out Invoices to customer based on their Agreements. Bi-directional Integration with Quickbooks was also implemented through DBSync.  Client Communication and Development |
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| **Project name**  **Role in Project** | **Customized Quoting Process**  The client wanted to improve their sales performance by making the quoting process of sales cloud easy for their sales representative. The traditional salesforce quoting process includes lot of tab navigations and many clicks. They wanted to make it easier. We developed a solution for them where we combined all the featured they needed in one custom page and with just one button click their quote was ready.  Client Communication and Development |
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| **Project Name**  **Role in Project** | **Data Migration**  Configured salesforce org with the schema needed for the data that was supposed to be migrated with relationships and custom fields. The client extracted data from their database and provide a flat excel sheet with all data. We had to break this data into different object relate it and insert them to salesforce. We with the help of a developer for SQL Procedures and logic separated the data and established relationships and split data to different csv files that could be inserted to salesforce through excel connector.  Development |

**Salesforce Developer** [**June 2012 – August 2014**]

With **Dreamwares;** The Company specializes in building cloud based enterprise applications, particularly on Force.com platform. Dreamwares are preferred partner of many Salesforce partners and carry out all their development activities.

Website:  <http://dreamwares.com/>

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| **Projects Involved** | |
| **Project name**  **Role in Project** | **Breadwinner**  Developed an application for integrating salesforce and xero accounting software. This app uses batch apex and scheduled jobs to get and update the invoices from xero to salesforce.  Client Communication and Development |
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| **Project Name** | **Salesforce Quickbooks Integration through DBSync**  Configured a Bidirectional Sync scheduled every 5 minutes between Salesforce and Quickbooks along with few customizations. |
| **Role in Project** | Development |
| **Project Name**  Role in Project | **Daddy Analytics App**  Developed an application as a replacement for Salesforce Google Adwords. Developed Apex controllers and visualforce pages for extracting lead information through Clicky API. Also created a scheduled batch apex to fetch information from Clicky at determined intervals.  Client Communiation and Development |

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| **Project Name**  Role in Project | **One Lead API Registration**  Developed API which used by the Salesforce application to communicate with the Onelead backend database server. Designed registration interface which a simple functional API. Developed registration of a Salesforce “Org” with onelead and set up the Onelead account, and transferred the Salesforce account information needed to run the background interface. Worked on webservice callouts, JSON parsing and encryption logic.  Development |
| **Project Name**  Role in Project | **Partner Portal for Artisan Group**  Enabled a Partner Portal and created visualforce tabs for it, also developed generalized detail page for objects using visualforce page.  Development |

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| **EDUCATION** |

* Master of Computer Application [Pune university] 2009-2012 : 77%
* Bachelor of Computer Application [Pune university] 2006-2009 : 82%
* Higher Secondary 2004-2006 : 66%
* SSC [Nasik Divisional Board] 2004 : 78%

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| **CERTIFICATIONS** |

* Salesforce Certified App Builder
* Salesforce Certified Administrator
* Force.com Certified Developer 401

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| **PERSONAL DETAILS** |

**Full Name** : Niranja Narayanankutty Nair

**Date of Birth** : 13th May 1988

**Sex** : Female

**Nationality** : Indian

**Marital Status** : Married

**Languages** : English, Hindi, Malayalam, Marathi