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**YASHWANTH ADLA**

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**CAREER OVERVIEW:**

* 8+ years of experience in IT industry includes experience in Salesforce.com CRM Platform.
* Actively participated in multiple phases of SDLC - Feasibility, Implementation, Production and Development.
* Experience in development using web services, sales, marketing and financial cloud.
* Great understanding of programming languages and object oriented concepts.
* Involved in Data modeling, Data management and Writing SOQL and SOSL queries.
* Programming using SalesForce SFDC (Apex, Visual force) CSS and their use in the development of CRM solution.
* Coordinated both internal and 3rd party developers and SFDC professional services to provide solution suggestions and constructive feedback like Informatica.
* Strong experience with SFDC configuration and customization. Programming with APEX APIs, APEX Webservices (REST and SOAP), APEX Triggers, and implementing new instances of Salesforce.com
* Designed of Visual Force Pages, Snapshots, Dashboards, Apex Classes, Controllers, Triggers and various other components as per the client and application requirements.
* Worked on Inbound and outbound change sets to deploy the metadata from one environment to different environments.
* Experience working on leads, case management, web-to-lead, Web-to case, Email-to-case by using service cloud application.
* Strong Knowledge in SalesForce Administration and Customization, Data Validation, Sales, Marketing, Customer Service and Support Development team.
* Experience in implementing the Many-to-many, Look-up and Master-Detail relationships and excellent understanding of Roles, Profiles, Role Hierarchies, Permission sets and sharing rules in SalesForce.
* Automating the business Processes using Approval Process, Process Builder, Workflows, Escalation Rules and Auto-Response Rules.
* Have excellent knowledge in implementing Batch Apex, Schedule Jobs and scheduling reports and dashboards.
* Analyzed Sales, Marketing, Customer Service and Customer Support business processes used by **salesforce.com** customers and recommended ways to improve their processes using **salesforce.com**.
* .Worked on Sales cloud, service cloud, Customer Portal and SalesForce Chatter.
* Extensive experience in designing of custom objects, custom fields, Pick-list, Page layouts, Workflow, Approval  Process, custom Tabs, reports, Dashboards, according to application requirements.
* Worked on building and embed Lightning Components in Visual force Page by using new Lightning Out feature by event-driven programming, where I write my handlers that respond to interface events as they occur. The events have been triggered by user interaction.
* Experience in Aura framework, Lightning Components and SalesForce Lightning Design System
* Good Experience in developing SalesForce Lightning Apps, Components, Controllers and CSS.
* Experience with migration to lightning process included Lite Application customization, Lightning App Builder and Lightning rollout.
* Configuration and administration of salesforce.com Enterprise Edition.
* Designed junction objects to establish Many to Many relationship and implemented various features like Relationships, Custom Formula Fields, Field Dependencies, Validation Rules, and Workflows, sharing rules and Approval Processes for automated alerts, field updates, and Email generation according to application requirements.
* Strong communication and inter-personal skills with ability to work well in a dynamic team environment.

**Technical Skills:**

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| **Salesforce.com Technologies** | SOQL, SOSL , Apex Data Loader, Analytic Snapshots, Case Management Automation.(Email-to-case, web-to-case)Reporting and Analytics of Sales(Reports and dashboards) Service cloud, Workbench ,Data Import Wizard, Process Builder, Apex Classes/Controllers, Apex Triggers, SOQL, SOSL, Visual Force Pages / Components, Flows, Apex Web Services, Workflow & Approvals, Dashboards, Analytic Snapshots, Custom Objects, SalesForce Lightening |
| **DatabaseForce.com** | Force.com, Data loader, Force.com Workbench, Informatica, Jitterbit |
| **SalesForce Tools** | Eclipse, Force.com Eclipse IDE Plug-in, Force.com Explorer, Force.com Data Loader, Force.com Excel Connector, Force.com Platform (Sandbox, and Production) |
| **SalesForce cloud** | Sales, service ,Marketing, Sales Force chatter, App exchange |

**Education:** Bachelor’s in Information Systems Technology

Master’s in Information Assurance – Wilmington University, New Castle, Delaware.

**Certification:** Certified Platform developer-1

<http://certification.salesforce.com/verification?&fullname=Yashwanth%20Adla>

* Cleared AppBuilder
* Cleared SalesCloud
* Cleared Admin 201 certification

**Professional Experience:**

**Sr. Sales Force Administrator /Developer**

**Boeing, Renton, WA April 2018- Till Date**

**Responsibilities**

* Worked on various SalesForce  standard objects like Accounts, Contacts, Leads, Opportunities,

Quotes, Quote Line Items.

* Created Users, Roles, Profiles, Public Groups and implemented Role Hierarchies, Sharing Rules and record level permissions to manage sharing access among different users. Used Tab permissions, Object Level Permissions, Field Level Security, and Organization Wide Default to implement Component-based security. Provided the security and visibility of data through roles and profiles and gave premier support to the different SalesForce users upon request.
* Worked on building standard/custom report types, Reports, Dashboards and across various objects for different business groups.
* I was involved in estimation and analysis for migration from classic to lightening.
* I was involved in developing Salesforce Lightning applications using Lightning Components, Controllers and Events and used custom CSS in the components.
* Created Email Templates and Mail Merge Templates and was involved in doing the mail merge for different standard and custom objects in lightening experience.
* Developed Lightning Component Framework and built Lightning component using aura framework
* Knowledge on Salesforce Lightning Process Builder, Lightning UI/UX, app builder and creating Visual Workflows, Salesforce Support, communities and Chatter groups.
* Experience in implementing the Many-to-many, Look-up and Master-Detail relationship.
* Defined, and deployed the Custom objects, Custom tabs, Entity-Relationship data model, validation rules, Workflow Rules, Auto-Response Rules, Page layouts, mini page layouts, search layouts, custom Components.
* Automating the business Processes using Approval Process, Process Builder, Escalation Rules and Auto-Response Rules.
* Created Processes to automate different tasks using Salesforce lightning process builder.
* Maintained Sandbox Environments and deployed components across different sandbox to production instances using ANT, Change Sets and Force.com Migration tool
* Experience in Writing SOQL and SOSL queries
* Developed Lightning Page on various Objects using Lightning App builder.
* Experience working on leads, case management, web-to-lead, Web-to case, Email-to-case
* Worked on Apex Triggers, Apex Class for automation of the business process on Account, Contact, Opportunity and Custom Objects
* Written SOQL, SOSL queries in apex triggers and controllers and followed best Salesforce practices for querying large data sets and to have results within the Governor Limits.
* Implemented Test Classes to cover positive and negative use cases for Classes and Triggers and achieved close to 100% coverage.
* Worked with SF Chatter which helps the users to communicate with the organization easily and quickly.
* Worked extensively with the QA team for designing Test Plan and Test Cases for the User Acceptance testing (UAT).
* Designed pages on lightning
* Create various profiles and configured the permissions based on the organizational hierarchy requirements.
* Designed and built visual force controllers like standard controller, custom controller, Accessing data by using standard controller as well associated standard controller by using visual force page.
* Great understanding of programming languages and object oriented concepts

**Environment**: Salesforce.com platform, Apex, Visual Force (Pages, Component & Controllers), Salesforce.com Data Loader, Reports, Workflow & Approvals, Sandbox, Eclipse IDE,  Apex Triggers, VisualForce pages

**Sr. Sales Force Admin/Developer**

**BarClays, Wilmington, DE Feb 2017 to Jan 2018**

**Responsibilities**

* Provided Salesforce.com Wave Analytics architecture and administration including advanced configuration such as creating and managing custom objects, fields, formulas, validation rules, triggers, custom workflow, and approval processes. Working on all aspects of Salesforce.com and Wave Analytics by using reports and dashboards.
* Defined, and deployed the Custom objects, Custom tabs, Entity-Relationship data model, validation rules, Workflow Rules, Auto-Response Rules, Page layouts, mini page layouts, search layouts, custom Components, Visual Workflows (flows), custom reports.
* Designed and built visual force controllers like standard controller, custom controller, Accessing data by using standard controller as well associated standard controller by using visual force page.
* Build controller extension as well order of extension in Visualforce page.
* Done testing on custom controllers as well controller extension.
* Great understanding of programming languages and object oriented concepts.
* Coordinated both internal and 3rd party developers and SFDC professional services to provide solution suggestions and constructive feedback Informatica, jiterbit.
* Developed Lightning components using Aura Framework which also included client-side AngularJS.
* Enabled Aura Framework, by adding Aura Attributes and Aura Handlers for Events to focus on logic Developed Lightning Apps using Lightning Design System for Salesforce.
* Formatted and migrated the user data into Lightning Experience. Tested the Lightning components
* Lightning components and added Design Parameters from Lightning Design System(LDS) .Customized Lightning components were built using Java script on client side and Apex on server side
* Work on data migration based on the plan and demonstrate completed work to the customer at regular intervals.
* Involved in Data modelling, Data management and Writing SOQL and SOSL queries.
* Programming using Salesforce SFDC (Apex, Visual force), Java, JavaScript, CSS and Python and their use in the development of CRM solutions.
* Strong experience with SFDC configuration and customization. Programming with APEX APIs, APEX Webservices (REST and SOAP), APEX Triggers, and implementing new instances of Salesforce.com
* Designed of Visual Force Pages, Snapshots, Dashboards, Apex Classes, Controllers, Triggers and various other components as per the client and application requirements.
* Worked on Inbound and outbound change sets to deploy the metadata from one environment to different environments.
* Experience working on leads, case management, web-to-lead, Web-to case, Email-to-case.
* Experience in working with Salesforce.com sandbox and production environments.
* Worked on Sales force Customization, Security Controls, creating profiles, roles, users, record types, page layouts and email services.
* Experience in implementing the Many-to-many, Look-up and Master-Detail relationships and excellent understanding of Roles, Profiles, Role Hierarchies, Permission sets and sharing rules in Salesforce.
* Automating the business Processes using Approval Process, Process Builder, Workflows, Escalation Rules and Auto-Response Rules.
* Have excellent knowledge in implementing Batch Apex, Schedule Jobs and scheduling reports and dashboards.
* Responsible for helping to capture business requirements, identifying appropriate data sources, Data quality issues.
* Worked on Salesforce.com Sales Cloud functionality, including Account Planning, Sales Forecasting, and Opportunity Management.
* Used Sales Force Automation (SFA) for Sales Lead Management, Account and Contract Management and Approvals and Workflow.
* Worked on building and embed Lightning Components in Visualforce Page by using new Lightning Out feature by event-driven programming, where I write my handlers that respond to interface events as they occur. The events have been triggered by user interaction
* Implemented and Consumed Knowledge Base Dashboards & Reports App Exchange for providing Reports and Dashboards that monitors the Knowledge Base.
* Salesforce implementations using Sales cloud and Service Cloud through chain set
* Created Processes to automate different tasks using Salesforce lightning process builder.
* Developed lightning Experiences using custom and standard lightning components, styling using CSS.
* Lightning Experiences migration included Building and customization of lite App and rollout.
* Configuration and administration of salesforce.com Enterprise Edition.
* Maintained and customized salesforce.com scope such as users, Profiles, Roles, Groups, Accounts, Contacts, Record types, Sharing rule, Custom objects , Pick lists, Permission sets , Work Flows and Page layout Customizations to support Vital business Functions.
* Developed Reports, Dashboards and Continuously Monitor data quality and Integrity
* Removed duplicate data to maintain data Integrity
* Assisted Users with report design and Management
* Managed the database for the team.
* Designed junction objects to establish Many to Many relationship and implemented various features like Relationships, Custom Formula Fields, Field Dependencies, Validation Rules, and Workflows, sharing rules and Approval Processes for automated alerts, field updates, and Email generation according to application requirements.

**Environment:** CRM Salesforce, Sales Cloud, Service Cloud, Community Cloud, Visualforce,

Apex, SOQL, SOSL, HTML, JavaScript, Salesforce Administration, CRM, SFDC, SF.com, Sales Force, sales-force, Salesforce.com, Salesforce Wave Analytics, Continuous Integration, Case Test Automation, Salesforce Lightning.

**SalesForce developer June 2015 – Dec 2016**

**CISCO Systems, Inc - Richardson, TX**

**Responsibilities:**

* Implemented SFDC CRM to deliver various reports in departments of Sales, Administration and Marketing etc.
* Interacted with various business team members to gather the requirements and documented the requirements.
* Optimized Sales Process by implementing Record Types and Sales Process stages
* Created and maintained the email templates to be used in the Workflows, Auto Assignment Rules and Auto Response Rules related to Lead Management module in Sales Cloud.
* Created custom Objects, Visual force Pages, Triggers, Validation rules to help track internal help desk cases, customize campaign budgeting and lead qualification.
* Worked on various salesforce.com standard objects like Accounts, Contacts, Cases, Opportunities, Products, Opportunity Line Items, Leads, and Campaigns and designed the solutions for business and technical requirements by customizing various standard and custom objects.
* Designed, and deployed the Custom objects, Custom tabs, validation rules, Workflow Rules, Auto-Response Rules, Page layouts to suit to the needs of the application.
* Migrated code from Sandboxes to Production Implemented Security and Sharing Rules at Object, Fields, and Record level for different users at different levels of organization. Also created various profiles and configured the permissions based on the organizational hierarchy.
* Customized Page Layouts for Opportunity, Contacts, and Accounts depending upon user roles, and groups.
* Used Data Loader for insert, update, and bulk import or export of data from Salesforce.com objects.
* Used it to read, extract, and load data from comma separated values (CSV) files.

**Environment:**Saleforce.com platform, APEX Language, Visual Force - Pages, Component & Controllers, Salesforce.com Data Loader, Workflow & Approvals, Reports, Custom Objects, Custom Tabs, Email Services, Security Controls, HTML, Java Script, Java, Sandbox, Eclipse IDE Plug-in ,CSS,J-Query, SOAP/REST

**Sales Force Admin/Developer**

**Symbiosys - Vizag - IN Oct 2012 – Dec 2014**

**Description:** Building SFDC application that facilitates Organization Users to view their customers in a unified way and generate customized user Information and customer reports accordingly. The project also involved data migration from three legacy systems to Salesforce. Without a single unified database, it was not possible to track and maintain interactions with customers. The goal of the project was also to enable global sales to facilitate collaboration and manage sales on-demand. 

**Responsibilities:**

* Developed visual force page using the extension controller as per the client requirement, created custom objects and fields using visual force pages.
* Worked on Salesforce.com Sales Cloud functionality, including Account Planning, Sales Forecasting and Opportunity Management.
* Used Sales Force Automation (SFA) for Sales Lead Management, Account and Contract Management and Approvals and Workflow.
* Followed development best practices.
* Manage Data Migration and Data Integration activities across platforms.
* Define measure and track business and performance metrics of the solution using various analysis.
* Implemented the change management process suitable across all initiatives.
* Implemented Validation Rules, Assignment Rules, Sharing Rules, and Escalation Rules as per application requirements.
* Used SOAP and REST web services for Integration with third party API's.
* Developed apex classes and triggers to implement the business logic as per the requirement.
* Created profiles, roles and sharing rules, page layouts, Email services, Custom objects, Relationships.
* Implemented picklists, dependent picklists, lookups, master detail relationship, validation and formula fields to the custom objects.
* Worked on various salesforce.com standard objects like accounts, contacts, cases, opportunities, leads, campaigns, report and dashboards.
* Created Email templates, approval process, approval page layouts and defined approval actions on them to automate process.
* Used SOQL and SOSL queries with APEX.
* Created Processes to automate different tasks using Salesforce lightning process builder.
* Customized existing Visualforce to align with salesforce new Lightning UI experience.
* Developed lightning experience using custom and standard lightning components, Styling using CSS.
* Lightning experience migration included Building and customization of lite App and rollout.
* Migration to lightning experience hence increased productivity of the sales team.

**Environment:** Salesforce.com unlimited edition, Salesforce Lightning, Sales Cloud, Apex Language, Visual Force (Pages, component and controllers), AppExchange, Apttus, HTML, Web services, Reports, Custom Objects, workflow and approvals, reports, custom objects, custom tabs, Email services, Security controls, Case management, Demand tools, SOSL, SOQL, Excel, Validation rules.

**Java developer**

**SoftLabs Group, INDIA July 2010 - Aug 2012**

**Responsibilities:**

* Involved in preparing requirement, high level and low level design documents.
* Interacted with Portfolio Architect and Business Analyst for requirements gathering, Business analysis, and for other system dependencies.
* Used JavaScript and JQuery to perform client side validations
* Expertise in designing and developing enterprise and web applications using Java and J2EE technologies like Core Java, JDBC, Servlets, HTML and CSS, XML, JavaScript.
* Designed and validated the business rules for Banking, Credit Card, and Corporate Card.
* Designed the Application based on J2EE Architecture for server side and designed the front-end.
* Designed the front end using JSP and HTML, and process flow between front-end and server side components.
* Used Java Script for the Web page validation for server side validation of the data
* Developed a rich and interactive graphical user interface by extensive usage of Web Forms.
* Designed Use Cases for all specified modules in UML.
* Responsible for implementation and integration testing of the system.

**Environment:** Java, JSP, Servlets, HTML, JDBC, JDK, Tomcat, Windows XP