



# KSARA J

**Salesforce Developer & Consultant**

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## Professional Summary

- Having 3 years extensive Experience in Salesforce development, Administration & Consultation.
- Experience in Development, Administration, Configuration, Requirements gathering, Implementation, Integration and Support of Salesforce using Apex Language and leveraging Force.com Platform.
- Have worked in sales cloud (force.com) as a Developer and received appreciations from client and senior management.
- Development experience with Apex Classes, Apex Triggers, Batch Apex, writing Workflows, HTML and JavaScript.
- Experience in setting up Connected App and Remote Site settings for establishing third party communications. Adept at developing Apex Classes, Triggers, Visual force pages, writing flows.
- Experienced in implementing best practices in Salesforce configuration and development.
- Strong experience in defining, managing and creating Custom Objects, Page layouts, Field Validations, Formulas and Approval Matrix.
- Proficient in SOQL/SOSL.
- Involved and provided support during the UAT.
- Hands-on experience in creating and installing Managed Packages.
- Hands-on experience in creating Lightning Web Components.
- Strong Deployment skills using Git and Change sets.
- Experience building Custom Controllers/VF Components.
- Experience customizing standard objects Accounts, Contacts, Opportunities, Products, Price books, Cases, Leads and Campaigns.
- Strong Analytical, Administration and Problem-Solving Skills Dedicated to Maintain High-Quality Standards. Good Communication Skills, Ability to Work Independently.

## Experience Summary:

- Working as Salesforce Developer & Consultant with ( [www.majorisbusiness.com](http://www.majorisbusiness.com)), Bangalore from June 2021 to Current.

## Salesforce Technologies:

- Salesforce CRM, Apex Classes/Controllers, Lightning quick Actions, Apex Trigger, SOQL, SOSL, Visualforce, Integration, Migration, Lightning Web Components, Workflow & Approvals, Reports, Dashboards, Custom Objects, Custom Tabs.

## Educational Qualification:

- Master's in technology (Vlsi & Embedded Design) from Vemana institute of Technological University, Bangalore.

## Salesforce Tools and Integration Tools:

- Force.com Data Loader, Import Wizard, Visual Studio Code, Force.com Platform (Sandbox, and Production)

## Programming languages: Apex, java

- **Web Technologies:** HTML, CSS, JavaScript, Bootstrap, XML
- **Operating Systems:** Microsoft Windows platform

### **Project Details:**

Client : Croyez Immigration  
Role : Enterprise Solutions Developer  
Implemented : Sales cloud

### **Description:**

In the implementation of Sales Cloud, Croyez focuses on strategic configuration to optimize processes through the use of Apex, Flows, and Lightning Web Components. With a user-centric approach, the design and customization of Sales Cloud prioritize alignment with user needs, utilizing custom objects, page layouts, and validation rules for a seamless sales experience.

### **Responsibilities:**

- Developed, administered, configured, and supported Salesforce using Apex language and the Force.com platform.
- Worked in Sales Cloud (force.com) and Service Cloud as both a Developer and Consultant.
- Extensive experience with Apex Classes, Apex Triggers, Batch Apex, Approval Processes, Flows, HTML, and JavaScript.
- Implemented best practices in Salesforce configuration and development.
- Defined, managed, and created Custom Objects, Page layouts, Field Validations, Formulas.
- Proficient in SOQL/SOSL for querying and searching data.
- Actively involved in creating Lightning Web Components (LWC).
- Demonstrated good deployment skills using Change sets, package.xml
- Provided support during User Acceptance Testing (UAT).
- Actively involved in requirement elicitation, ensuring alignment with user needs.
- Created and documented clear and concise requirement specifications, including functional and non-functional requirements.
- Developed Business Requirement Documents (BRD).
- Collaborated with cross-functional teams and departments to gather and prioritize requirements effectively
- Customized requirements and integrations according to business objectives.
- Created business process flows to align business processes with Salesforce in a detailed

### **Project Details:**

Client : ALS Global  
Role : Salesforce Developer & Consultant  
Implemented : Sales Cloud

### **Description:**

Implementing Salesforce for ALS involves lead capture, qualification, and seamless conversion, leveraging custom fields and workflows for feasibility analysis, while also incorporating Field for efficient service operations, ensuring robust approval processes, comprehensive document management, and leveraging reporting and analytics for informed decision-making.

### **Responsibilities:**

- Created defining tasks, time-triggered actions, email alerts, and field updates to enforce and enhance business logic.
- Designed, developed, and deployed Apex Classes, Controller Classes, and Apex Triggers, addressing various functional requirements within the application.
- Developed and configured Reports and Report Folders tailored to different user profiles, ensuring relevant insights for effective decision-making.
- Implemented SFDC Sales Cloud, incorporating Web Services and creating Groups to streamline and optimize sales processes.
- Worked extensively with Salesforce.com objects such as Accounts, Contacts, Leads, Campaigns, Reports, and Dashboards, ensuring comprehensive data management and reporting capabilities.
- Collaborated with stakeholders to understand accounting workflows and processes, ensuring a detailed grasp of financial data handling.