**R.NOHA NITHISH** **Mobile**: +91-9392034540

**Salesforce Administrator/Developer E-Mail: nohanithish@gmail.com**

**PROFESSIONAL SUMMARY**

* Salesforce Configuration ,Customization , Data Management,User Management and Deployment
* Experience in Salesforce Configuration(Process Builder,Workflows,Approval Process,Validation rules, Reports and Dashboards,Page Layouts and Record types)
* Experience in SFDC development using Apex classes and triggers,Batch Apex,Visualforce,Force.com IDE,SOQL
* Experience in Data Migration using Data Loader,Workbench & Import Wizard
* Experience in deployment with various tools like Change sets, Workbench

**EDUCATIONAL QUALIFICATION**

* Bachelor of Technology from JNTUA University in the year 2015

**CERTIFICATIONS**

* I’m Preparing for Salesforce Adminstrator (201) certification.

**PROFESSIONAL EXPERIENCE**

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| * An Industrial experience of 3.8 years in SFDC as a Administrator/developer. Have a good experience in developing business plans, requirements specifications, deployment process and user documentation.
* Working for Idexcel Technologies.
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**Project #1:WorkForce**

**Role:** **Salesforce Admin & Developer**

 **Responsibilities**:

* Configured and maintained user security permissions in compliance with organizational needs
* Designed and developed the Custom objects, validation rules, Page layouts, Customtabs, Components, Visual Force Pages to suit the needs of the application.
* Responsible for enabling network-based security and organization-wide list of trusted IP address.
* Worked on various salesforce.com standard objects like Accounts, Contacts, Leads, Campaigns, Opportunities,Dashboards and Reports.
* Created the workflows for automated lead routing, lead escalation and email alerts.
* Work closely with prospects/clients to identify technical requirements and technical infrastructure for CRM based enterprise solutions.
* Worked as enhancement team member and performed the roles of Salesforce.com Administrator in the organization.
* Customized page layouts for Leads,Opportunity, Cases, and Accounts depending upon user roles, and groups.
* Developed and configured various Reports and Report Folders for different user profiles based on the need in the organization.
* Developed Record types for different business process on Leads as well as on Cases based on the need in the organization.
* Have knowledge on Products like NetSuite, Outreach, Docusign Etc.
* Integration with AWS Managed services like Pinpoint,S3, EC2, Kinesis.
* Responsible for creating Queues, Workflows rules and tasks to share and automate work to the users in the Queue.

**Environment**: Saleforce.com platform, Apex Language, Visual Force Pages, Test Classes ,Data Loader, Workflow & Approvals, Reports, Custom Objects

 **Role :Salesforce Admin/ Solution Engineer**

 **Description:**

 Full Stack restaurant cloud pos which supports sales productivity and deal flow by securing the technical close in complex solutions and to collaborates with sales, service, engineering, and technical support resources to ensure proposed deals include technical solutions that accurately address client needs.

 **Responsibilities:**

* Proactively scopes the technical solution required to address customer requirements, assesses customers met and unmet needs, and recommends solutions that optimize value for both the customer and the firm.
* Coordinates closely with internal sales, sales support, and service resources to align solution design with customers’ business requirements.
* Secures from customer technical staff commitments needed to ensure a deal’s technical close.
* Meets assigned targets for profitable sales growth in assigned product lines, market areas, channel, or teams supported.
* Opportunistically pursues additional business development opportunities within customer firms. Collaborates with sales to ensure these opportunities are effectively covered and advanced.
* Monitors customer support for technical solutions proposed throughout the sales process, and alerts the sales and account teams to potential risks of deal closure

 **PERSONAL DOSSEIR**

* Hobbies: Driving and Cooking
* D.O.B: 20-06-94
* Gender: Male
* Nationality: Indian
* Marital Status: Single
* Language: English, Hindi, Telugu

Declaration:

I hereby declare that the above stated information is true to the best of my knowledge and belief.

Place:

Date:

 R NOHA NITHISH