

# Hanumanthu Koyyala(+91 8712163136), Salesforce Developer at Wells Fargo



## Biography

- Salesforce Developer Certified Professional with 11 years of IT experience and 7 years in Salesforce CRM, Sales, Service & custom development. Experienced in classic and lightning platform. Pursued post graduate degree in Computer Science ( MCA) from University College of Engineering, JNTU Kakinada University. Had an experience in working with Insurance, telecom , Banking Domains and Travelling & Hospitality.
- Experience/Knowledge of Agile Process, JIRA, GIT, Bit bucket, Jenkins tools and BDD(Behavior Driven Development – QMETRY Automation).

## Tech Experience & Certifications

- 7 years experience on Salesforce Platform in design and development.
- Experience of 4 years in Core Java, Web Services technologies.
- **Primary Skills:** Salesforce CRM, Salesforce Developer, LWC, Apex, Triggers, Visual Force, SOQL, SOSL, Salesforce Sales Cloud and Service Cloud.
- **Secondary Skills:** Core Java, Web Services, JSON, Ajax, Git, Jenkins, Maven, Gradle.

## Academic Achievements

- MCA from University College of Engineering JNTU Kakinada in 2012 with 82%.
- Got 822 Rank in ICET-2012 & College Topper in Degree & Mandal First in my Tenth class.

SALESFORCE  
CERTIFIED

Platform Developer I

SALESFORCE  
CERTIFIED

Administrator

SALESFORCE  
CERTIFIED

Platform App  
Builder

## Experience Summary

- **Senior Software Engineer**  
Wells Fargo: July 2022 -Today.
- **Technical Lead**  
Mindtree: Jan 2021 – July 2022.
- **Senior System Engineer**  
IBM: April 2017 – Jan 2021.
- **Systems Engineer**  
TCS: June 2015 – March 2017.
- **Software Engineer**  
DST Worldwide Services.  
August 2012 – May 2015.

## Current Project Roles & Responsibilities

- ▶ Experienced as Salesforce Developer for more than 7 years and currently working with HLCRM Project in Wells Fargo.
- ▶ Custom Salesforce development on classic and knowledge of Lightning platform including integration solutions.
- ▶ Responsible for requirement analysis, solution and technical designs and best practice implementations.
- ▶ Experienced in Sales and Service cloud features and custom development on them using declarative & programmatic logic.
- ▶ Experience working with ANT migration tools, Changeset in Salesforce and Implemented Continuous Integration using Jenkins and GIT.
- ▶ Experience/knowledge of Agile Process, JIRA, GIT, Bit bucket, Jenkins tools and BDD.

## Client Engagements



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## Project: Home Lending Sales CRM at Wells Fargo

### Description:

- HLCRM is a front-end application used by HMC to manage Leads. All lead data are sent by front applications such as wells Fargo.com, OMA, and RALI sends the leads to CRM.
- HMC's can view leads in HLCRM, manage the lead's lifecycle through HLCRM. The Lead data with any updates are sent to HLCRM Lead database as system of record.

### Responsibilities:

- Process Lead information from RALI and create leads on Salesforce CRM through leadRegistration service.
- Customer Search through hlcrmcustomer microservice.
- Create manual leads and update lead information.
- Lead Disposition and save status on SOR.
- HMC Dashboards showing reports based on status, reports, lapsed time, transaction type etc.

## Project: EMEA Salesforce at Mindtree

### Description:

- ABG is currently using Salesforce with few customizations to suit its business process. One of the final business processes after winning a deal is the process of setting up AWD number, AAN/IATA numbers, Rates and Billing Account numbers. Since these needs to be setup on a mainframe system called Wizard.
- Salesforce has an integration with system and must communicate with it via three other systems i.e., Salesforce -> B3 -> WHI -> Verastream -> Wizard to setting up AWD Number, Linking Rate code and Financial Numbers.

### Responsibilities:

- Develop a new approval process & Amendments to the existing approval process
- Amendments to existing integration between Salesforce and Wizard. As part of this, amendments may be required in any system of integration path i.e., to Salesforce or B3 or WHI or Verastream.

## Project: Service Online at IBM

### Description:

- This Project mainly deals with Service Requests and credit card disputes raised from the Customers.
- Service Online will receive different Requests related to Credit cards disputes.

### Responsibilities:

- Performed the role of salesforce.com Administrator and Developer in the organization and Worked with SOQL queries.
- Worked on various salesforce.com standard objects like Accounts, Contacts and Cases and Involved in User Management like creating Users, profiles, roles.
- Created Page layouts, search layouts to organize fields, custom links, related lists, and other components on a record detail and edit pages.

## Project: Account Validation at TCS

### Description:

- Project mainly deals with Validation of the accounts based on the inputs given.
- Account search criteria, Effective date, number of items are the key inputs for the validation.
- Account search criteria based on the name and account number and address of the account holder; Effective Date are the key fields to validate the account.

### Responsibilities:

- Development and implementation of the User Stories.
- Requirements Study, Impact Analysis, and architecture reviews.
- Performed Unit Testing & Functional testing of developed code before delivering.
- Code reviews and walkthroughs.
- Conduct weekly demos.
- Driving the UAT with the client.