



Venkatesh Rambothu



Dynamic, Dedicated & Strategic Leader offering nearly 19 years of diversified experience in driving multi-million dollar projects for global clients, executing broad-based delivery & transformation strategies with proven track record of delivering consistent business results through adept leadership and application of sound management practice.



PROFILE SUMMARY

- ❖ **Seasoned IT professional with nearly 19 years of experience** in software development, solution architecture, and technical leadership; spearheading the design and execution of scalable Salesforce and CPQ solutions for global enterprises as a Senior Architect at Brillio Technologies, driving significant sales productivity enhancements.
- ❖ Skilled in **Agile project management, development, production support, configuration management, DevOps, and training & mentoring.**
- ❖ **Extensive Salesforce Expertise:** Offering over 11 years of hands-on experience in Salesforce development on Sales, Service & revenue clouds, and multiple certifications, including Salesforce Certified Developer and Salesforce Certified CPQ Specialist, expertise in Salesforce Billing and CRM solutions. Designing and implementing tailored Salesforce solutions, ensuring scalable and efficient CRM systems. Excels in Salesforce CRM, CPQ/CLM implementations, and data migration.
- ❖ **Advanced Technical Skills:** Proficient in Apex, Visualforce, Lightning Web Components (LWC), Aura, and SOQL for robust Salesforce customizations.
- ❖ **Comprehensive Toolset:** Skilled in utilizing Conga CMS, Adobe EchoSign CMS, and Web Services API for enhanced Salesforce functionality and integration.
- ❖ **Report Generation & Automation:** Adept at creating detailed reports and leveraging automation tools to streamline processes and improve efficiency.
- ❖ **Solution Architecture:** Skilled in providing strategic architectural solutions, conducting technical evaluations, and formulating technical strategies and roadmaps.
- ❖ **Project Management:** Proficient in managing projects from inception to completion, including task delegation, risk management, and milestone tracking to ensure timely delivery.
- ❖ **Team Leadership:** Demonstrated ability to lead and mentor development teams, fostering a collaborative and productive work environment.
- ❖ **Client Engagement & Pre-Sales:** Expertise in engaging with clients during pre-sales to gather requirements, present solutions, and secure buy-in.
- ❖ **Technical Strategy & Roadmap:** Ability to develop and execute comprehensive technical strategies and roadmaps, aligning with business objectives and future growth.
- ❖ **Java and J2EE:** Solid foundation in Java and J2EE, enabling a deep understanding of backend development and enterprise-level applications.
- ❖ **Cross-Functional Collaboration:** Experience in collaborating with diverse teams to drive project success and achieve organizational goals.
- ❖ **Managed the entire Solution Architecture** with proven skills in managing teams of Architects & Developers right from requirements gathering till design, implementation & deployment for large scale projects.
- ❖ **Delivery Anchor with career success** in delivering solutions that remedy core business issues & position the organization to reach the next level of profitability through technology introduction.
- ❖ **Rich experience in managerial activities** rendering technical leadership & guidance to the team members, planning, scheduling tasks, holding discussions with distinct functions & management.
- ❖ **An effective communicator with strong relationship management skills** with the capability to relate to people at any level of business and management; possess excellent analytical and negotiation skills.
- ❖ As a Freelance Web & Java Developer (2005 - 2006), designed and developed responsive websites for small businesses and entrepreneurs.



WORK EXPERIENCE

Senior Architect | Brillio Technologies | Since Jun'23

Role:

- ❖ Spearheaded the architectural design and implementation of a scalable Salesforce and CPQ solution for a global enterprise with over 3,000 users, boosting sales productivity by 35% and simplifying 50% of the sales process.
- ❖ Designed and executed complex integrations between Salesforce and various legacy systems using the Informatica Platform and API/Web services, enabling seamless data exchange and process automation.
- ❖ Developed Architype standard documents for different domain projects, along with development standards and best practice guides for the Salesforce practice as part of the COE architect team.
- ❖ Conducted in-depth system audits and performance reviews, identifying bottlenecks and implementing optimizations to enhance system efficiency and user experience.
- ❖ Mentored and trained a team of junior Salesforce developers, fostering a culture of continuous learning and best practice adoption.
- ❖ Led a proof of concept (POC) on Salesforce AI, presenting AI features and benefits to practice leaders and preparing for Salesforce AI & Data Cloud certification.

PERSONAL DETAILS

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- Bengaluru
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EDUCATION

- Master of Computer Applications, Andhra University (India), 2004
- Bachelor of Science, Andhra University (India), 2000

CORE COMPETENCIES

Global Delivery Management	=====
Salesforce Development and Customization	=====
Solution Architecture	=====
Innovation and Continuous Improvement	=====
Technology Evaluation and Adoption	=====
Integration Management	=====
IT Project/ Program Management	=====
Technical Leadership and Mentorship	=====
People Management/ Leadership	=====
Performance Management	=====
Documentation and Standards	=====
SDLC/ Product Development	=====
Stakeholder Engagement	=====
Client Relationship Management	=====
Cloud Modernization	=====
Data Migration	=====
Change Management	=====
Operational Excellence	=====
Agile & SCRUM Methodologies	=====

CERTIFICATION

-  Certified Flosum Expert, 2024
-  Certified CPQ Specialist Salesforce, 2022
-  SAFe 5 Scrum Master Scaled Agile, Inc., 2021
-  Certified Platform Developer I Salesforce.com, 2018
-  Lean Six Sigma Yellow Belt goLEANSIXSIGMA.com, 2017
-  SQL Certified Associate Oracle, 2017
-  PMP® Project Management Institute (PMI), 2016
-  Certified Force.com Developer Salesforce.com, 2012
-  Certified Java Developer, Sun Microsystems, 2009
-  e-DAST, CMC Educational Institute, 2002

SOFT SKILLS



PREVIOUS WORK EXPERIENCE

Information Services Manager | West Technology Group LLC | Jun’11-Apr’23

Role:

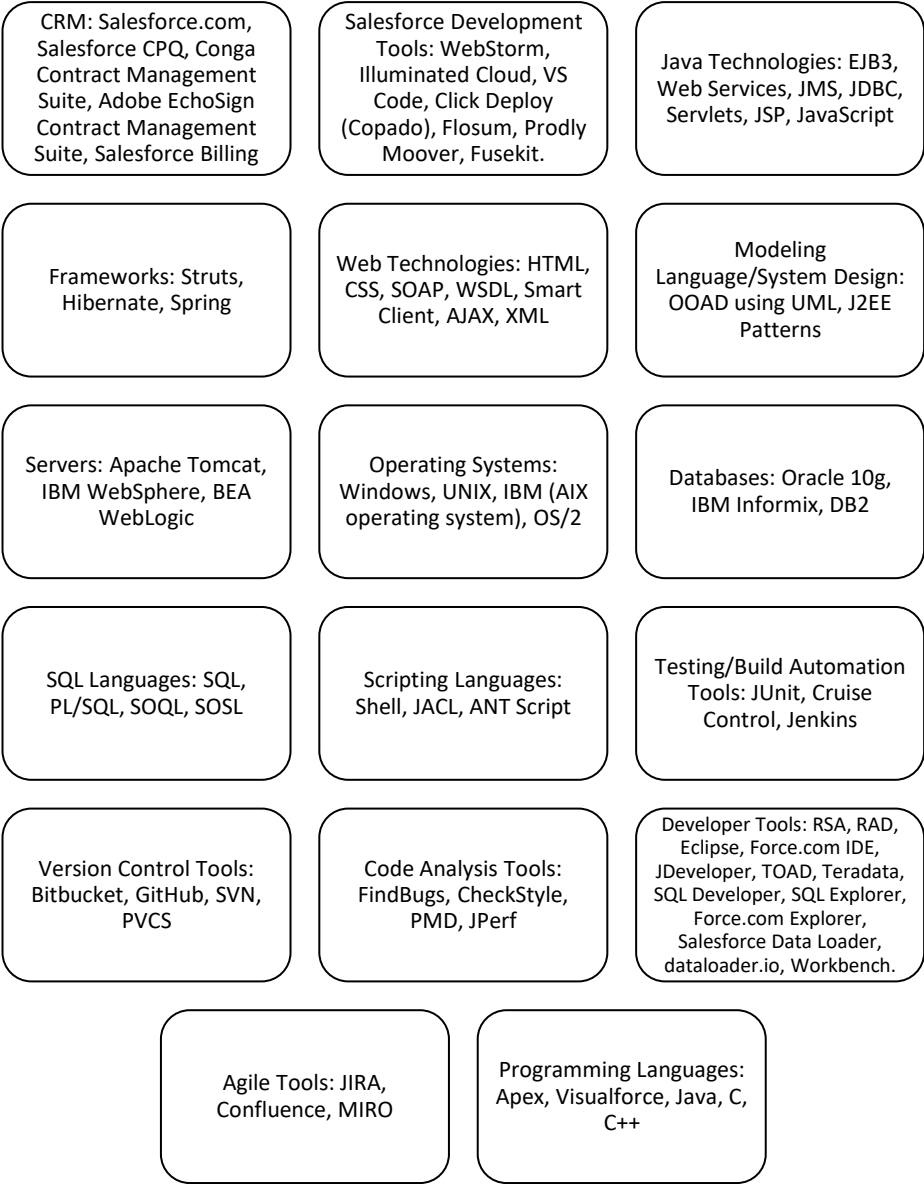
- ❖ Designed and developed highly technical and complex systems to meet company needs.
- ❖ Conducted research and made recommendations on future technical requirements to optimize system efficiency and effectiveness.
- ❖ Participated in business meetings to align system development with company goals and objectives.
- ❖ Defined project requirements through consultations with management and end users, providing leadership and technical direction throughout all project stages.
- ❖ Developed and deployed a software update that reduced system errors by 30% and improved application performance by 25%.
- ❖ Led a cross-functional team to enhance customer satisfaction, achieving a 50% increase in positive feedback and a 30% reduction in complaints.
- ❖ Ensured effective employee training across all positions within the area of responsibility.
- ❖ Coached, developed, and mentored subordinates to achieve high-quality performance.

Technology Analyst | Infosys Technologies Ltd. | Mar’10 – Jun’11

Team Lead | Polaris Software Lab Ltd. | Jul’06 – Feb’10



TECHNICAL SKILLS



PERSONAL DETAILS

Date of Birth: 31st July 1980
Languages Known: English, Hindi, Telugu & Kannada
Location: Bengaluru