**SUNIL PATIL**

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**Applying for Project Lead / Business Analyst / System Analyst / Technical Analyst Job in Salesforce**

***Salesforce Admin/ Salesforce Software Development / IT services***

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| **CORE COMPETENCIES**  **Salesforce CRM**  **.Net Framework, SQL, SSIS, SSRS, Jquery, Bootstrap, Apex, FileZilla, PHP**  **Agile Scrum methodology**  **Project Management**  **Requirements Gathering & Analysis**  **Functional Testing & Implementation**  **JIRA, GIT Hub** | **PROFILE SUMMARY**   * Total 13+ years of experience in IT * Certified Salesforce Administrator. * Completed 16.5 hours course of “Complete Salesforce Certified Platform Developer I Course” on Udemy. * 2 years of experience as Project Manager * 6 years of experience as Business Analyst with USA client. * 5 years of experience as programmer in .Net technology, MVC design Pattern, SQL Server, SSIS, SSRS. Hands on experience on SQL queries and stored procedures. * Skilled in gathering business and functional requirements, analysing the requirements, document the requirements in plain text, use cases, flow charts and graphical models. * A keen communicator with refined interpersonal, team buildingand analytical skills * Domain – Business Insurance (Property & Casualty), Life Insurance, Finance |



**PROJECTS EXPERIENCE**

1. Hands on experience in the development of Web Applications, Websites and Data ETL. Please see below few projects that I have hands-on experience and developer and lead:
   1. **Salesforce Integration:** The client provides a business loan to small organizations in the USA. The client needed integration of a third-party tool called Finicity with the Salesforce org. Finicity can fetch the 6 monthly bank statements and 3 monthly bank transactions. Upon collecting this data the data needed to be sent to Salesforce against the lead Id.

“Web To Lead” form is used. The web application was developed in PHP and a third-party tool was used to get banking information. Salesforce API was used to send the collected information to Salesforce org.

* 1. **Salesforce SDK of Mobile application**: Client provides the Inspection services for the Building Construction in the California USA. Client needed a mobile application for their Inspector to record their inspection result to validate the government rules and builders’ rule.

Android andiOS application was developed wherein the inspector can input the pass or fail result for the predefined inspection questions. Once all inspection points are covered then the Inspector could submit the data to validate the findings. Upon successful completion of the inspection the data was sent to the Salesforce. User could also get the result formatted in the PDF file. We used Salesforce mobile SDK for the application to interact with Salesforce Objects.

* 1. **Website development:** Vast experience in website development and deployment. Developed the website using different technologies like .Net, PHP. To deploy the website FTP (File Transfer Protocol) is used.
  2. **Business Analyst:**

Worked as Business Analyst on many projects. Few were like enhancements projects and few were from scratch.

Regular responsibilities were to arrange requirement gathering kick off sessions with stakeholders, understand the scope of the changes and then gather business requirements. The requirements could be collected/gathered through sessions with stakeholders, emails, documents shared by stakeholders etc. Once the requirements are gathered then analysis of those requirements were done and then those requirements were converted into Functional specification, Use cases, flow charts and data models. After that the documented requirements were reviewed by stakeholders and sign off was provided. Upon sign off the requirements were walkthrough and shared with the IT team.

After this stage regularly coordinate between stakeholders, IT team and Project Manager to track the development of requirements and if there are any queries in the requirements. Also helped the stakeholders to perform acceptance testing on the developed requirements.

The projects were mostly from Business Insurance Domain in USA. Few of the system are like Rate Quote and Bind applications, Reporting the data, migration of data from one system to another.

* 1. **Automating the Underwriting Rules and Performing Analytics**: Underwriters needed a tool which can run on the policies due for renewal and apply underwriting rule to decide if the policy can automatically be renewed or need manual decision.

SSIS (SQL Server Integration Service) is used where the policy information was extracted from text file and loaded into the SQL database. Then the application was developed to run the rules on the Sql data. Report was generated in SSRS. Application was developed in .Net.

* 1. **Insurance Policy data processing system**: Application is needed to collect the Business Insurance policy data sent by Agents in csv or excel file through email. The collected data then needed to be processed and sent to the downstream system for generating the bills and for engineering services. This process is needed to run real time and 24 x 7 in the background.

We used the .Net technology to build the services which run real time in the background 24 x 7 to poll and read the input files. The data then is processed to apply business logic and stored in the SQL database. In order to provide manual touch and review of the data a web application was also developed for user. For generating the reports on the data stored in the SQL, we used SSRS (Sql Service Repost Generation).

* 1. **Rate, Quote and Bind application for Insurance Agents/Broker**: Web application is needed for the Agents/broker to find the quotation for the Inland Marine Insurance policies.

The application is developed in ASP.Net web technology and SQL server as database.



**ORGANIZATIONAL EXPERIENCE**

**1st Jan 2018 till Today Aress Software Pvt Ltd Nashik, India**

[**https://www.aress.com/**](https://www.aress.com/)

**Project manager**

* Working as project manager on different projects ranging from projects from scratch to Enhancement of systems.
* Proposal making to project plan development
* Handling a total team of 15 resources on different projects
* Projects technologies are .Net, PHP, Shopify, Mobile Application development, Salesforce
* Manage the deliveries.
* Undergone the training on Agile scrum methodology of project development

**May 2007 till Nov 2017 L&T Infotech, India**

**Role:**

* Initial 4 + years performed the developer role. Worked with .Net technology and SQL server.
* Then 6 years performed the Business Analyst role
* Meeting business stakeholders and arrange requirement gathering meeting, understand requirement scope and high level business requirements.
* Suggesting appropriate technology-based solutions



**IT SKILLS**

Project Management Tools : JIRA, MS Office

Process Mapping Tools : Visio

Requirement Management Tools : Blueprint, Rally

Languages : VB.Net & C#, MVC, APEX

Web Technologies : HTML, ASP.Net, JQuery, PHP

Database : SQL Server

CRM : Salesforce, Microsoft Dynamics 365



**CERTIFICATION**

CRM : Salesforce Administrator

Cloud : Udemy - Apex Programming.

Technical : Microsoft Web Application development

Domain : INS 21 (Insurance Domain Certification exam)



**PERSONAL DETAILS**

Education : Bachelor of Engineering. (Mechanical.)

Languages Known : English, Hindi and Marathi

Address : H-208 Alcove Society, Shivar Garden Road, Pimple Saudagar, Pune 411027, Maharashtra,

India

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