

Dinesh Kumar Reddy
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PROFILE SUMMARY

- Having 3+ years of professional experience in IT Industry as Salesforce Admin, Developer and GIS .
- 2.4 years hands on experience as Salesforce.com CRM configuration changes.
- Having good Experience in activities related to SFDC Salesforce.com Setup, Configuration, Customization, Data Migration, Unit Testing and deployment to production of applications to Force.com platform.
- Developed Custom objects and created Page-Layouts, and Record-types to meet the various requirements.
- Experience in implementing the Master-Detail, Look-up, Many-to-many and Hierarchical relationships and Automate the business Process using Workflow rules, Approval Process, Auto-Response Rules and Escalation Rules.
- Experience on Salesforce.com developer toolkit (force.com IDE) and developed **Trigger, Apex classes, Controllers, SOSL & SOQL, Metadata.**
- Configured **Security** settings at **Object & Field level** and **Sharing Rules** at **Record level.**
- Expertise in controlling the data access across the Application using **Field-level security** and **Organization-wide Defaults**, creating Profiles, Queues, **setting up Role Hierarchy**, Company profile and writing the **Sharing Rules** as per the Requirements.
- Worked with various Salesforce.com objects like Accounts, Contacts, Leads, Campaigns and Opportunities.
- Proficient in **Data Migration** from Traditional Applications and Legacy Systems, as well as within Salesforce Orgs using tools like **Data loader**, Salesforce Import, Export Wizard .
- Good Understanding and Knowledge in designing and Analytic Snapshots.
- Experience in development of **Visualforce Page, Apex Controllers, and Test classes, Apex Schedulers, Batch Apex, Triggers.**
- Supported in Integrations (Web Services/Callouts – APEX REST
- Extensive experience in all phases of **Software Development Life Cycle (SDLC)** and **Quality Management process.**
- Extensive experience in **DevOps** tools, like **GIT Hub.**
- Having good knowledge on Agile Methodology Process.
- Good Experience with production Support and enhancements.
- Good Experience in lighting

EDUCATION QUALIFICATION

Completed Bachelor of Technology (B- Tech) in (EEE) with first division from JNTU, Hyderabad from (2010-2014).

WORK EXPERIENCE

- Working as software Developer in **kops outsourcing solutions private limited** from September 2017.

TECHNICAL SKILLS

Salesforce Technologies	Apex Class, Apex Trigger, SOQL, SOSL, Integration, Workflow& Approvals
Programming Languages	APEX (Salesforce), opps concepts
Web Technologies	Visual Force (Salesforce), Java Script, HTML
CRM	Salesforce CRM.
IDE/ Utilities	Eclipse, Force.com IDE and Apex Data Loader
Operating Systems	Windows XP/ Vista/Windows 7
Version Controls	GIT Hub.

PROJECT DETAILS



Project #1	: Sothebys
Client	: Sothebys (USA)
Role	: Salesforce Developer
Environment	: Windows 7, Salesforce CRM.
Technologies	: Salesforce CRM, Force.com, Apex Classes, Visual Force, Data Loader

Project Description:

American multinational corporation headquartered in New York One of the world's largest brokers of fine and decorative art, jewellery, real estate, and collectibles, Sotheby's operation is divided into three segments: auction, finance, and dealer. The company's services range from corporate art services to private sales.

Responsibilities:

- Involved in **Design, Analysis, Development** and **Deployment** of salesforce.com application.
- Designed, developed and deployed Apex Classes, Visual Force page, Apex Trigger, Force.com Site and Java Script for various functional needs in the application.
- Implemented Salesforce for Outlook functionality and installed outlook integration with different user systems
- Involved in the **Rollout, and Service** and **Integration** functionalities.
- Customized **Record Types, Page layouts** for **Opportunities** and **Accounts**.
- Designed the **Data model** and created **Custom Objects** and its relationships.
- Involved in requirements gathering and analysis for Account, Contact and Opportunity management with the onsite team.
- Involved in Technical solution proposal and Technical document preparation.
- Implemented custom Account Merge functionality.
- Built Custom multi dependent pick lists in VF page i.e., pick list value population based on multiple parents/fields.



Project #2	: ABB CLM - FACE
Client	: ABB (ASEA Brown Boveri), Zurich, Switzerland
Role	: Salesforce Developer
Environment	: Windows 7, Salesforce CRM.
Technologies	: Salesforce CRM, Force.com, Apex Classes, Visual Force, Apttus CLM, Apttus CPQ, Data Loader, Eclipse IDE, HTML, Version controls

Project Description:

Salesforce.com (SFDC) is the CRM tool used by ABB for Account, Contact and Opportunity Management. The primary objective here is to manage the processes around creation and management of account and related contacts, tasks and activities. Account planning and Product qualifications processes have also been handled as part of this project. Account planning helps in quick formulation of business plan while promoting team concept and product qualification process will help marketing Sales team to qualify specific product and enlarge the available market.

Responsibilities:

- Involved in **Design, Analysis, Development** and **Deployment** of salesforce.com application.
- Designed, developed and deployed Apex Classes, Visual Force page, Apex Trigger, Force.com Site and Java Script for various functional needs in the application.
- Implemented Salesforce for Outlook functionality and installed outlook integration with different user systems
- Involved in the **Rollout, and Service** and **Integration** functionalities.
- Customized **Record Types, Page layouts** for **Opportunities** and **Accounts**.
- Designed the **Data model** and created **Custom Objects** and its relationships.

- Involved in requirements gathering and analysis for Account, Contact and Opportunity management with the onsite team.
 - Involved in Technical solution proposal and Technical document preparation
 - Implemented custom Account Merge functionality.
 - Built Custom multi dependent pick lists in VF page i.e., pick list value population based on multiple parents/fields.
 - Done Data loader command line automation to pull data from SQL Server and to push to SFDC as part of integration.
 - Worked with Service cloud console for case management system
 - Worked with Articles and entitlements as part of the Service releases.
 - Developed test classes for test code coverage for the custom code that has been developed for the application
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