



UPPU SAIKIRAN

Salesforce Consultant

I am an individual with over 4 + years of experience in Salesforce Ecosystem. A skilled communicator with ability to make personal connections with clients. Experience with implementing Salesforce Lightning and Force.Com Applications for a wide range of Industries. Responsible for Configuration, Customization, Data Analysis and Project Management.



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WORK EXPERIENCE

Salesforce Consultant Softsensor.ai

11/2020 - Present

Pune

Software Engineer Coserve Software Solutions

08/2018 - 10/2020

Subsidiary of coMakelT Software Pvt. Ltd.

Hyderabad

PROJECTS

Asset & Capital Management Industry - USA (06/2021 - Present)

- Applications: Pardot, Sales, Service and Experience Cloud.
- Working on Business Transformations, POC, Community Portal, Case Management Gap Analysis, Cross Functional Interactions and Contract Management.

Restaurant & Digital Ordering Industry - USA (11/2020 - Present)

- Applications: Sales, Service, FSL and Salesforce CPQ.
- Working on Design Prototypes, Health Check, Opportunity, Case, CPQ Quote Management, Configurations and Customization in Installed Packages.
- Team Size : 6 Users : 200.

Flooring & Textile Manufacturing Industry-India (10/2019 - 10/2020)

- Applications: Pardot, Sales, Service, Community and FSL.
- Worked on CEO Reports & Dashboards, Process Builders, Flows, Lightning Components, Custom Objects, User Workshops and Appexchange Applications.
- Team Size : 10 Users : 350.

Construction & Machinery- India (06/2019 - 10/2019)

- Applications : Implementation, Customization of Compliance Quest (EQMS) and Salesforce Community Cloud.
- Worked on gathering Business Requirements, Email Alerts, Process Builder, Partner Users, Apex Classes, Data Loader and Deployment Using Changesets.
- Team Size: 10, Users: 500.

E-Commerce Industry - India (04/2019 - 06/2019)

- Application: Implementation and Customization of Compliance Quest (EQMS).
- Worked on Data Migration Strategies, Custom Notifications & Visualforce pages.
- Team Size: 5, Users: 80.

Space Industrial Safety Technology - UK (12/2018 - 03/2019)

- Application : Sales Cloud.
- Worked on Org Merge Considerations, Custom Object for Opportunity, Validations, Layouts, Workflow Actions, Apex Triggers & Approval Process.
- Team Size: 7, Users: 150.

Pharma Industry - Thailand (08/2018 - 12/2018)

- Application : Implementation and Customization of Root Stock (ERP).
- Worked on User Creation, Fields, Profiles, Permission Sets, Relationships & Reports.
- Team Size: 10, Users: 100.

EDUCATION

B. Tech (E.C.E.)

Joginpally Bhaskar Rao Engineering College

2014 - 2018

Hyderabad

SKILLS

Salesforce Administrator



Salesforce Developer



Sales Cloud



Salesforce CPQ



Service Cloud



Field Service Lightning



Experience Cloud



Pardot



Deployment



Data Loader



User Training



TECHNICAL SKILLS

Apex, HTML, CSS and SQL

Tools: Jira, Lucid Charts, Data Loader & Workbench

Force.Com Applications :

Rootstock ERP & Compliance Quest

LANGUAGES

English



Telugu



Hindi



INTERESTS

Einstein Analytics

Marketing Cloud

Manufacturing Cloud

CPQ

Integrations

Financial Cloud

Salesforce DX

Tableau