

**Balachary Medoju**

E-mail: bmedoju@gmail.com

Contact: +91 7338271640



**SYNOPSIS**

* Having Total 7+ years of IT experience in Salesforce CRM as a Developer and Administrator.
* Acquired Salesforce CPQ Specialist Certification.
* Acquired Salesforce App Builder Certification.
* Acquired Salesforce PD1 Certification.
* Involved in Configuration, Customization and Deployment of Salesforce.com
* Worked on Design Patterns such as **Enterprise**, **Strategic**, **Singleton** and **Decade**, **Facade** design patterns.
* Integration of salesforce with the external Systems with REST.
* Batch Apex coding, Triggers, Synch and Asynch apex jobs and schedules.
* Test automation, callout, and schedule logic.
* Hands on Experience on the CPQ and Billing Domain.
* Hands on Experience on SFDX Orgs.
* Hands on Experience on salesforce CPQ customizations.
* Hands on Experience on salesforce CPQ Product Configurations,
* Hands on Experience on configuring Product and Price rules.
* Hands on Experience on creating product Bundle (Options/Option Constrains/Features).
* Hands on Experience on Creating Guided Selling and Contract Creation.
* Hands on Experience on creating Quote and Quote Templates.
* Hands on Experience on creating Opportunity and Order Process.
* Hands on Experience on Salesforce CPQ Pricing Methods and Discount Schedules.
* Hands on Experience on Salesforce CPQ Package Configurations.
* Hands on Experience on Salesforce CPQ Subscription Pricing and Assets.

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| **TECHNICAL EXPERTIES** |

**CRM** : Salesforce

**Salesforce** : Apex Classes, Apex Triggers, Lightning, Visualforce Pages

Apex Data Loader.

**Languages** : Apex, Core Java.

**Web technologies** : Visualforce, Lightning, JavaScript, HTML, CSS, XML.

**Databases** : SOQL, SOSL.

**IDE** : Force.com IDE tool, Sublime and Mavens Mate, Intllij Idea.

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| **EDUCATIONAL SUMMERY** | | | |
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Bachelor of Technology (B.Tech) from Kamareddy Engineering College, JNTU, HYDERABAD

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| **Work Experience** |
| **Newgen Knowledge Works (May 2019 - Till)** |

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| **Designation** | Solution Consultant |
| **Customer** | ACS |
| **Role and responsibilities** | * Design and code feature related to business need * Analyze and fixed the bugs based on priority * Performed timely delivery of technologies and software solutions for its end users * Provided designing alternatives and best practices by contribution in   design sessions. * Conducted collection and analysis of functional, technical and non-functional requirements * Prepared architecture structure and designing documentation for software systems and applications * Assisted in the execution of process, security and technical needs by configuration of salesforce systems * Developed customized and business solutions by usage of Lightning Framework, Visual force & apex framework. |
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| **Paytm India Pvt. Ltd. (June 2018 -May 2019)** | |
| **Designation** | Sr. Software Engineer |
| **Customer** | Paytm Customers – Paytm Travel Project |
| **Role and responsibilities** | * Design and code Paytm feature related to service cloud * Design and build new features related to Travel verticals (Bus, Train and Flights) * Analyze and fixed the cases based on priority * Worked production deployment by using Change set and ANT tool. * Taken responsibility for **Paytm** support and bug fixes * **Assisted in the execution of process, security and technical needs by Configuration of salesforce systems** * **Worked Regressively on core Salesforce Component and delivering solutions to clients** * Created Custom **Profiles**, Public **Groups** and **Roles** to distribute user rights and functionality * Develop and maintain **custom reports, dashboards**, validation rules, **approval processes** and **workflows**, **Queues** * Involved in the integration process with other team members * Working with **Data migration** into current salesforce.com instance. |
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| **Salesforce India Pvt. Ltd. (Jab 2016 –June 2018)** | |
| **Designation** | Software Engineer (Salesforce Quote to Cash) |
| **Customer** | Salesforce Customers – Product Development – T & P team |
| **Role and responsibilities** | * Design and code Billing 2.0 system (invoice, revenue and payment) * Invoice generation for subscription, usage and one-time products * Invoice generation including invoice group based on Account, Order and custom grouping * Implemented Invoice Generation module to generate 1M invoices in 25 minutes using Batch processes * Invoice generation including invoice group based on Account, Order and custom grouping * Invoice generation for usage-based products * Invoice generation for one-time based products * Implemented payment creation module to generate 1M payments in 25 minutes using Batch process * Implemented payment gateway integration with billing package * Implementation of following API calls for gateways.      * Charge * Capture * Void Transaction * Authorization * Refund * Void Token * Void Refund * Implemented Lightning UI to support multicurrency. * Calculation of tax (Avalara or 3rd party) at order product and invoice level * Implemented Cancel Invoice batch process * Implemented Standard Tax Calculation * Implemented payment allocation for invoices associated to one account * Taken responsibility for **Billing1** support and bug fixes. |
| **Steelbrick (Nov 2015-Dec 2015)** | |

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| **Designation** | Software Engineer |
| **Customer** | Multiple customers |
| **Role and responsibilities** | * Design and code Billing 2.0 system (invoice, revenue and payment). * Invoice generation for subscription, usage and one-time products. * Invoice generation including invoice group based on Account, Order and custom grouping * Implemented Cancel Invoice batch process * Implemented Standard Tax Calculation * Implemented payment allocation for invoices associated to one account. |

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| **Capgemini Consulting India Pvt. Ltd. (Feb 2013 –Nov 2015)** |

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| **Designation** | Software Engineer |
| **Customer** | Multiple customers |
| **Role and responsibilities** | * Worked as a **Software Engineer** across multiple projects * Create **Apex classes**, **Apex Code** and manage **custom objects**, fields, and formulas * **Configure**, **maintain, develop** and support the salesforce.com application * Created Custom **Profiles**, Public **Groups** and **Roles** to distribute user rights and functionality * Develop and maintain **custom reports, dashboards**, validation rules, **approval processes** and **workflows** * Involved in the integration process with other team members * Working with **Data migration** into current salesforce.com instance. * Manage salesforce.com **instance** using the standard aspects of the salesforce.com setup menu * Maintain, create and manage user **accounts, profiles** and **security**. * **Customize** new and existing page layouts for individual business units within the organization * Recommend, implement, test, and **deploy Visual force pages** and **Apex classes and triggers** * Recommend, implement, test, and **deploy** Recommend best practices to configure and develop. |