

**Balachary Medoju**

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**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.
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| **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.
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