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| A picture containing drawing  Description automatically generated**K SAI SAMPATH**  [saisampath123@gmail.com](mailto:saisampath123@gmail.com)  A close up of a sign  Description automatically generatedA picture containing drawing  Description automatically generated**+91 9030375324**  **Blog:** [**https://worldofsalesforce.blogspot.com/**](https://worldofsalesforce.blogspot.com/)  **Group: https://www.facebook.com/groups/859847870789889** | A picture containing drawing, food  Description automatically generated  A picture containing drawing, food  Description automatically generated |

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| Professional Experience Summary  * 7+ years of Experience in SalesForce.com including Development, Testing, and Deployment of SFDC Applications. * Experienced as a Team Lead, Module lead , Developer in Developing **Apex Classes, Triggers and Visual force Pages,** **SOQL, and SOSL, Lightning, Integrations.** * Proficiency in SFDC Administrative tasks like configuring **Profiles, Roles, Users, Page Layouts, Workflows, Validation rules, Tasks, Sharing Rules Scheduler, and Batch apex**. * Experienced in analytical tasks like **Reports, Dashboards.** * Having good knowledge in implementing **security and sharing rules at object, field, and record level for different users at different levels of organization.** * Experience working with **Force.com IDE, Data Loader and Salesforce.com Sandbox environments.** * Worked on the **design** of custom objects, custom fields, custom Tabs, Apps, design of Visual Force Pages, Reports & Dashboards, Email Templates and various other components as per the client and application requirements. * Experience in designing **Process builder** for creation of records, field updates, Task creation process and Email generation. * Worked on various Salesforce.com Objects like Leads, Accounts, Contacts, Opportunity, Case and Reports. * Worked on Sales Cloud, Service Cloud and Community Clouds. * Worked on Service Cloud customizations, Salesforce Case Management, Knowledge base implementation, Salesforce Communities and Live Agent. * Have good knowledge on *Apttus CPQ*. Experienced in configuring Products, Pricing and Quoting involved in Apttus and completed Apttus 201 Basic essentials Certification * Good experience in Integrating Salesforce with other internal/ external applications using REST based services * Experience in deploying the source code and configurations across the Salesforce environments using **Change sets and using Source tree tool.** * Roles performed include Requirement Analysis, Solution proposition, Implementation, Estimates and Leading modules. | **SKILLS**  **Salesforce.com**  Apex  Visual Force  Triggers  LWC  Lighting (Basics)  Sharing Rules  Profiles  OWD  Workflows  Force.com IDE  **Other**  HTML  CSS  jQuery  JavaScript  Bootstrap  **Tools**  Visual Studio Code  Eclipse IDE  Data loader  Win merge  JIRA  Source Tree |

* Experience in working with agile methodology/ Scrum.
* Implementing best practices and providing recommendations for integration and application development, deployment, and iterative refinement.
* Involved in solution discussions and proposed many solutions for application development
* Good knowledge and configuration on Salesforce DX and used it for project along using Visual Studio.

### CERTIFICATIONS & Achievements

**Salesforce ADM 201**

**Salesforce Platform App Builder**

**Salesforce Community Cloud**

**Salesforce Sales Cloud**

**Apttus 201 CLM Level 1**

Received ***Bringing it Beyond Award*** Customer appreciation

### EXPERIENCE

**Team Lead**

**Persistent Systems Ltd.** Hyderabad, India April 2017 - Present

**Jr Associate**  Dec 2016 – April 2017

**Wipro Pvt Ltd.** Hyderabad, India

**Software Engineer** May 2015 – Dec 2016

**TCS.** Hyderabad, India

**Developer** Dec 2012 – May 2015

**Tvarana Software Solutions.** Hyderabad, India

### Educational Profile

**Computer Science Engineering, B. Tech,** Mar 2008 – June 2012

SARADHA INSTITUE OF TECHNOLOGY AND SCIENCE,

JNTUK University, ANDHRA PRADESH, INDIA

### Area of interest

* Development
* Administrative Tasks
* Deployment

### Projects

**Company - Persistent**

Client: TriNet – **SPP process, Lightning**

Team size: 8

Role: Developer, Team lead

Technologies: Salesforce.com, Apex, Visualforce, Lightning LWC, jQuery, Javascript, etc.

TriNet SPP process (RFP) involves in gathering information from end user or sales representatives for providing TriNet solutions.

TriNet Lightning is for migrating Visualforce pages to Lightning and development on new requirements in Lightning.

**Responsibilities:**

* Reviewed Business requirement of the project and interaction with client and project team member and provided solutions for implementation.
* Used Visualforce pages, Apex Classes, Triggers, Visualforce components and Salesforce console toolkit for console customizations.
* Used JavaScript, jQuery and Bootstrap for UI.
* Worked on Import and export of data into Excel using Visualforce pages and components
* Developed excel template from visualforce page for data export and import into application based on requirements
* Configured Communities according to project requirements and developed visual force pages for communities.
* Designed and created custom objects and custom fields, validation rules, record types, page layouts, etc.
* Using Visual Studio code for development tasks.
* Created and modified Workflow rules, Process builder according to requirements
* Worked on Lightning migration of Visualforce pages to Lightning and involved in Lightning components development.
* Involved in Unit Testing and Test Coverage for Triggers and Apex Classes

**TriNet – LTC (Apttus CPQ)**

Team size: 9

Role: Module Lead

Technologies: Salesforce.com, Apex, Visualforce, Apttus CPQ

TriNet LTC application involves the process of Lead to Cash using Apttus CPQ.

**Responsibilities:**

* Reviewed Business requirement of the project and interaction with client and project team member and provided solutions for implementation.
* Used Visualforce pages, Apex Classes, Triggers, Visualforce components and Salesforce console toolkit for console customizations.
* Explored about Apttus CPQ and made customizations on top of Apttus CPQ
* Worked on configuring the products, pricing with different rules and Quoting using Apttus CPQ
* Worked on X-Author for word and excel templates for proposal output, etc
* Involved in Unit Testing and Test Coverage for Triggers and Apex Classes

**TriNet – Salesforce Enhancements**

Team size: 6

Role: Module Lead

Technologies: Salesforce.com, Apex, Visualforce, jQuery, JavaScript

TriNet application is used for different kind of managements like HR portal, Passport portal, etc. It uses Salesforce customizations, service cloud features, etc

**Responsibilities:**

* Experienced in developing Visualforce pages, Apex Classes, Triggers, Visualforce components and Salesforce console toolkit for console customizations.
* Basic knowledge on building the Lightning Components
* Worked on Service Cloud implementations like Case management, Knowledge, Live Agent, etc
* Worked on Live Agent, configured SF Live Agent as per the business needs.
* Efficiently implemented Reports and Dashboards
* Involved in Administrative tasks and Case management
* Configured workflow rules, approval rules, process builder as per business needs
* Involved in using of SLDS to Visualforce pages
* Worked on Production issue solving/ CRs or enhancements
* Involved in Unit Testing and Test Coverage for Triggers and Apex Classes
* Experienced in using JIRA, Stash.

**Company - TCS**

**Client**: Motorola Solutions Inc Fox - **Enhancements**

Team size: 4

Role: Developer - support

Technologies: Salesforce.com, Apex, Visualforce, jQuery, Javascript

The objective of this project is to support the system built on Salesforce platform ensuring that current process standards are maintained and subsequently improve the current existing functionality of various Lines of Business. L3 Development deals with implementation of enhancements for the existing process along with providing timely solutions for production break-fixes and deployment issues

**Responsibilities**:

* Guide the development efforts as Senior salesforce developer
* Analysis of the enhancements/break-fixes
* Design High level documents
* Created users, profiles, record types and permission sets
* Developed Custom objects, Custom fields and Validation rules, Workflow rules, Email Templates, Created reports & dashboards
* Developed Visual force pages, Apex Triggers, Apex Classes and Test Methods
* Performed unit testing and functional testing
* Deployed components to production using changeset
* Fixed deployment errors and performed successful changeset deployment
* Weekly Demo to the Client
* Debugging & Unit testing
* Involved in Scrum meetings – daily standup.

**Company – Tvarana Software**

**Client**: Meery Maids

Team size: 3

Role: Developer

Technologies: Salesforce.com, Apex, Visualforce, jQuery, Javascript

This project is meant to develop a complete solution for MerryMaid management and administration. This enables the administration to monitor and keep track of the daily (or) monthly activities and progress for further use and analysis. By using this MerryMaids can assign work to team at a time for an year. Its modular nature provides flexibility and convenience to distribute responsibilities to different heads. It is very user­ friendly with various reports, graphical analysis and easy to use forms descriptive pages. This enables the MerryMaid to monitor and keep track of all the activities and progress. And generate reports for future use and analysis.

**Client**: Y-axis - Amazon SES

Team size: 3

Role: Developer

Technologies: Salesforce.com, Apex, Visualforce, Custom Settings , Javascript, Amazon SES

In Salesforce we have an limit of sending emails of 1000 per day only .So In order to resolve this we have integrated Amazon SES with salesforce so that they can send 10,000 emails per day we can also increase the sending limit per day also and also it is very less compare to the apps in todays market

**Client**: Y-axis - Bizible Tracking

Team size: 2

Role: Developer

Technologies: Salesforce.com, Apex, Visualforce, Web2Lead, Javascript, Bizible

In this project I have worked on tracking the leads coming from different landing page or website or using which campaign they are entered. So that we can calculate the ROI of on the leads entered. Here we have connected google awords ,Bizible and Salesforce in order track the Leads and we can also see the lead conversion rate and also the amount in the opportunity which is converted by that lead.

**Responsibilities:**

* Created Custom objects, Custom fields, Workflow rules, Email Templates and Validation rules
* Developed Apex Triggers, Apex Classes to track the actions performed
* Developed Test classes and deploy changes to QE successfully
* REST API Integration with Amazon SES
* Created various profiles, Record types and configured permissions sets based on the organizational hierarchy requirements
* Created Auto response rules, configures Business hours for organization and created escalation rules
* Configured business hours, escalation rules and web to case
* Involved in Scrum meetings and daily stand-up

### PERSONAL DETAILS

* Date of Birth : 10-01-1989
* Father’s Name : K Prakash Rao
* Nationality : Indian
* Languages Known : English, Hindi , Telugu and Oriya

### DECLARATION

I hereby declare that all information furnished above is true to the best of my knowledge.

Date :

Place : Hyderabad (**K SAI SAMPATH)**