

# Bhutesh G (Managing Consultant)

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## Summary

Having 14+ years of experience in IT Industry, 5+ years of experience working closely with Client and Salesforce Programmed team to drive successful implementations of new project, adoption data quality and best practices of use. 4+ years of experience working closely with Client as Salesforce Business Analyst. 3.5+ years of experience Working as a Technical Architect to review the code and functional testing. 9+ years of experience in SFDC Gained foster level of excellence in providing and delivering high quality effective solutions with core competencies in Salesforce (Admin & Developer) along with functional understanding of the entire process (Sales, Aftersales & CRM) and provide tailored solutions according to the business needs. 3.8+ years of experience working as scrum master.

## Highlights

- Working closely with Client and Salesforce Programmed team to drive successful implementations of new project, adoption data quality and best practices of use.
- SFDC Development which includes Salesforce.com Customization, Configuration with Lightning Apps combining Lightning Design System, Lightning App Builder and Lightning Component features
- Hands on Experience working with Migration classic(vf pages) to lightning(comp & app)
- Hands on Experience working with Salesforce sales cloud and service cloud.
- Expertise in SFDC Configuration - Force.com sites, Communities, Custom Objects, Tabs, flows, Process Builder, Scheduling and Monitoring Jobs, Reports and Dashboards
- Salesforce.com Automation and Development by using Salesforce.com, Force.com Technologies
- Experienced with Apex and Visual Force Page which customer required
- Good in customizing standard features based on business demands
- Experienced with Integration with third party application
- Strong in writing Apex Trigger, Apex Time based Trigger to make automation successful
- Experienced with Salesforce flows and process builder.
- Basic Knowledge with Marketing and CPQ clouds
- Experienced Salesforce Testing
- Experienced Agile methodologies and scrum master
- Experienced Salesforce Business Analyst
- Experienced Migration workflows into flows

## Certification

Salesforce.com CRM

Salesforce Certified Platform Developer I

## Skills

CRM	Salesforce.com CRM
Force.com Platform	Lightning, Apex, Visual force, Aura, Data loader
Web Technologies	Asp.Net, HTML, CSS, Java Script
Languages	C#.net, Core JAVA
IDE Environments	Apex Data Loader, Eclipse, Force.com
Databases	SQL 2005, SOQL, SOSL, MySQL
Operating Systems	Windows Server 2003/2008, Windows XP, Win 7
Tools	Apex Explorer 8.0, Workbench

## Professional Experience

Managing Consultant eNoah isolation, Coimbatore (06- 05-2019 - Till Date)

Lead Salesforce consultant, Impiger Technologies Coimbatore (04-08-2016 to 30-04 2019)

Salesforce consultant, Routelink Technologies, Bangalore (18-01-2013 to 29-07-2016)

Software Engineer, V-infosystems, Bangalore (05-05-2007 to 28-12-2012)

## Projects

### Implementation of Member Sales

Salesforce.com

The sales team will be utilizing software to track member sales leads. This document identifies customization required to implement application for the sales team in preparation for the enrollment period expansion. Business Objectives. Improve the tracking of sales leads to support expansion goals. Automate the assignment of leads to internal and external sales agents based on state and county. Measure the effectiveness of marketing campaigns and events by linking them to a lead.

#### Responsible for:

- Salesforce Sales & Service cloud implementation Sales, CRM, Call center, Marketing & Analytics.
- Leads, Activities, Campaigns, and Events.
- Sales leads will be initially imported from a file.
- Working as a BA and Technical Architect to review the code and functional testing.

- Data will be cleaned up and standardized by the sales team prior to upload.
- A security group will be created for the sales team to access customized features and segregate provider network data from member sales data.
- Worked on various standard Objects like Leads, Accounts, Contact, Opportunities, Products and Orders that helps the company to maintain their information and make sales of the product.
- Worked on PDF reports development like Pro-forma Invoice, Contract Sheet and Payment reports in Sales cloud as a part of Vehicle Sales Process
- Customized the Dashboards to the track usage for productivity and performance of business centers and their sales teams.

## Implementation of Salesforce CRM for NSC India

Salesforce.com

To overcome the traditional challenges with the Dealer management system build on Open UI, business has come up with the decision to migrate the sales process to Salesforce for getting better view of the customer (360 Degree View), high availability, easy integrations and Real-time business data at the tips of the users to improve operational efficiency, better handling of Leads and improve the sales directly proportional to the revenues. Implementing the marketing cloud to drive the new digital trends in the current competitive environment.

### Responsible for:

- Salesforce Sales & Service cloud implementation and rollout for India - Sales, CRM, Call center, Marketing & Analytics.
- **Working as a Technical Architect to review the code and functional testing.**
- Working closely with Salesforce Programmed team to drive successful implementations of new project, adoption data quality and best practices of use.
- Worked on various standard Objects like Leads, Accounts, Contact, Opportunities, Products and Orders that helps the company to maintain their information and make sales of the product.
- Designed, and deployed Custom tabs like Demo Car Request, Demo Car Dealer Claim, Vehicle Stock Transfer Request Form, Inventory Management, Test Drive Appointment, Sales Invoice and Sales Payment, Entity-Relationship data model, Components, Visualforce Pages to suit the needs of the application.
- Worked on PDF reports development like Pro-forma Invoice, Contract Sheet and Payment reports in Sales cloud as a part of Vehicle Sales Process
- After Salesforce Launch in India Market, Worked on Data Migration project by migrating all the Production Data from Existing Siebel DMS to Salesforce using Salesforce Data loader
- Performed Dealer Setup and Roll out in Salesforce for PAN India Dealership
- Customized the Dashboards to the track usage for productivity and performance of business centers and their sales teams.

## Working Solutions (Vyne Applicant)

Salesforce.com

Vyne application specifically designed for the It industry to make Agents & Client, Vyne can efficiently manage corporate jobs & Sales/Growth; Agents and Clients connect operations. Agents equipped with the right skillsets, certifications and industry knowledge—deliver exceptional sales, technical support and customer service for clients and their customers.

### Responsible for:

- Created modern Enterprise Lightning Apps combining Lightning Design System, Lightning App Builder and Lightning Component features.
- Migration classic(vf pages) to lightning(comp & app) .
- Working as a BA and Technical Architect to review the code and functional testing.
- Developing lightning component and controller for the application.
- Recompiled the application code built on third party platform(electron)
- Created VF pages & class using Salesforce.com, Force.com
- Understanding of the Data flow, adding up of definite attributes to the articles.
- Involved in analysing and identifying the issues in the existing search system.
- Created salesforce communitys

## FAM (Franchise Account Management)

Salesforce.com

Fam application specifically designed for the Food industry to make Franchise and Customers, Franchise can efficiently manage marketing; sales and customer connect operations - CRM - Leads - Documents - Agreements- Collections - Customizations. Franchise can login to their Home Account and monitor progress and information relating to them. They can monitor progress, view documents, check collection & dues status, track customization.

### Responsible for:

- Created custom Objects and also customized the Standard objects.
- Created VF pages using Salesforce.com, Force.com
- Created Master-Detail relationships, Lookup relationships and Pick list value dependencies.
- Understanding of the Data flow, adding up of definite attributes to the articles.
- Involved in analysing and identifying the issues in the existing search system.
- Preparation of Test scenarios and adding Test data to validate the Pipeline process of the existing search engine.
- Created salesforce communitys

## CRM (Management Information System)

Salesforce.com

MIS application specifically designed for the real estate industry to make Builders and Buyers win. Builders can efficiently manage marketing; sales and customer connect operations - CRM - Leads - Booking - Documents - Collections - Customizations - Handover. Buyers can login to their Home Account and monitor progress and information relating to

their dream home. The buyers can monitor progress, view documents, check collection & dues status, track customizations and even refer the builder to their peers. Developed after an extensive research and after gathering inputs from multiple builders and buyers, the application provides an extraordinary experience in the new home buying process.

**Responsible for:**

- Created custom Objects and also customized the Standard objects.
- Created VF pages using Salesforce.com, Force.com
- Created Master-Detail relationships, Lookup relationships and Pick list value dependencies.
- Understanding of the Data flow, adding up of definite attributes to the articles.
- Involved in analysing and identifying the issues in the existing search system.

### Risk Management System

Salesforce.com

Client had requirement to create an online system to record and track project execution by Real Estate Developers on behalf of Banks and Financial Institutions to facilitate financing at both retail and wholesale level. Force.com & Customer Portal platforms we are identified for the same and were involved in requirement validation, design, development, and testing & migration activities of the application.

**Responsible for:**

- Created custom Objects and customized the Standard objects.
- Developed Apex Classes, Triggers and VF Pages to support the custom functionality.
- VF page customization for Customer Portal.
- Created Master-Detail relationships, Lookup relationships and Pick list value dependencies.
- Developed Workflows to manage automation.
- Developed batch job via Batch Apex to schedule Visit record creation.
- Developed custom Reports (PDF).
- Developed Test classes for Apex Classes and Triggers.
- Execution of Unit and System test cases and reporting.
- Created Users, Roles and Profiles and many Page layouts and assigned for the users accordingly to the role and profile.

### State resource center on child labour (Karnataka)

.net

This project is developed for Karnataka state resource center for child labour department, for helping child labour. It's a portal, which includes different modules e-Journals, FAQ, Gallery, Helpline, In-media, Legislations, Organizations, Solution exchange, Suggestions, Literatures and materials. In this is available in two language English and Kannada.

**Responsible for**

- Understanding the Functional and Technical Specifications.

- Understanding of the Data flow, adding up of definite attributes to the articles.
- Involved in analyzing and identifying the issues in the existing search system.
- Preparation of Test scenarios and adding Test data to validate the Pipeline process of the existing search engine.
- Creating Test Data and Building Automation Test suite for the Data Validation.
- Daily and Weekly Status Reporting to Client.

#### ALLFINE Health Care

.net

ALL FINE HEALTH CARE is a part time employment and marketing website, where any user can join with the website and make their earnings by just advertising their products. In this a user can analyze his/her earnings and he can post ad's by different blogs and by getting contacts from different mail servers. Also the company can easily maintain their transactions and user profiles securely. . It's a portal which includes different modules is there Admin login, user login, Group volume ,Pin generation ,Payment Details.

#### Responsible for:

- Understanding the Functional and Technical Specifications.
- Understanding of the Data flow, adding up of definite attributes to the articles.
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#### Student Information Management System

.net

SIMS is a complete solution for school/college/institute management with intranet and internet based compatibility. It is a comprehensive academic automation, web based school management software having an interactive platform for all the entities of School like Teachers, Management, Administration, Department, Students, Parents and Librarian etc. This in not only a cost saving measure but also adapts to changes very quickly. Even users with little computer knowledge can use this software very easily. It comes with easy availability of data through web for efficient decision-making.

#### Responsible for:

- Understanding the Functional and Technical Specifications.
- Involved in Identifying and separation of the SQL DB objects as required for the HWC Database.
- Preparation of Test Plan Document.
- Test Approach, Test scenarios and Test cases designing.
- Build Deployment in SIT environment using Octopus tool and Execution of SSIS Package.
- Data Validation using SQL Queries.

## CMP (Central military police and school)

.net

This project is aimed at developing an online Library Management System (LMS) for the CMP center library. Library management system is a comprehensive solution that is suitable for all type of libraries. This system can manage all the happenings of the library. Book transactions including book registration, user registration, Books issuing, current status of a particular books etc. Overall this system can be very helpful, and it can make things easier.

### Responsible for:

- Functional Specifications understanding and Preparation of Test Approach Document.
- Test scenarios and Test cases designing.
- Build Deployment in SIT environment and SQL jobs execution.
- Data validation: Data Validation using SQL queries and Excel pivoting.
- Bugs logging with right priority using TFS (Team Foundation Server) and assigning to Dev team.
- Sql Server Reporting Services Testing.
- Preparation of Release Metrics.

## SALIVAHANA MATRIMONY

11 months

Testing

The Salivahana Matrimony is a matrimonial web site, which allows users to update their profile, Photos and other information, which is required. Registered members can search for the profiles once they are verified by administrator. It will allow users to find more suitable profiles with customized searching options. Chatting is also available for the users for whose shows interest to each other. Privacy settings are also available to users if they want to hide particular information for the public. Registered profiles will be verified and allowed by administrator if the information is correct. Administrator can delete/block profiles or pictures if found any misuse of profile.

### Responsible for:

- Understanding the Functional and Technical Specifications.
- Involved in Identifying and separation of the SQL DB objects as required for the HWC Database.
- Preparation of Test Plan Document.
- Test Approach, Test scenarios and Test cases designing.
- Build Deployment in SIT environment using Octopus tool and Execution of SSIS Package.
- Data Validation using SQL Queries.
- Bugs logging with right priority using TFS (Team Foundation Server) and assigning to Dev team

## BeAMillionaires

Testing

BAM is a part time employment and marketing website, where any user can join with the website and make their earnings by just advertising their products. In this a user can analyze his/her earnings and he can post

ad's by different blogs and by getting contacts from different mail servers. Also the company can easily maintain their transactions and user profiles securely.

**Responsible for:**

- Functional Specifications understanding and Preparation of Test Approach Document.
  - Test scenarios and Test cases designing.
  - Build Deployment in SIT environment and SQL jobs execution.
  - Data validation: Data Validation using SQL queries and Excel pivoting.
  - Bugs logging with right priority using TFS (Team Foundation Server) and assigning to Dev team.
  - Preparation of Release Metrics.
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- Daily and Weekly Status Reporting to Client.

Regards,

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