

Roles

- Software Developer
- SFDC CPQ Consultant
- SFDC Admin

Functions and Specializations

- Sales Cloud
- Admin (Configuration)
- Data Migration
- CPQ

Representative Clients

- Tata Communications Ltd, India
- Infoblox Inc, USA
- Saba Software, Inc. USA
- Aryaka Networks, USA
- Malwarebytes, USA

Languages

- English
- Hindi
- Telugu

Education, Licenses & Certifications

- B-Tech (Computer Science Engineering)
- Salesforce Platform I Developer Certified
- Salesforce Certified Administrator
- Salesforce Certified CPQ Specialist
- Salesforce Certified App Builder
- Sales Cloud Certified
- Sharing and Visibility Certified Architect

Summary

I have around 7 Years of Salesforce.com CRM experience across Telecommunication domain and specialized in CRM implementation on sales cloud. I have worked on Cloud Sense, Zuora (CPQ). Hands on Experience in data Migration using data loader, workbench, Salesforce Inspector.

I have exclusively delivered **more than 5 projects** from full-blown implementation to enhancement and heavily involved in custom development and configuration for the Enterprise clients across Salesforce.com product including **Sales Cloud and Force.com**.

Professional and Industry Experience

Has significant Work Experience & Hands-on experience working as a Salesforce Administrator, Customization , CPQ.

- Having good knowledge in Configuration (**Process Builder, Approval Process, Validation Rules, Workflows, Flows, Formula fields, Security Model-FLS ,Sharing rules**) and customization(**Apex, Code Optimization using Best practices, Wrapper classes ,Trigger framework using Singleton Approach, Batch apex ,Schedule Apex, Test class best practices, Custom Settings, Custom Metadata Types, Collections, SOQL, Metadata Components, VF pages, JavaScript, VF email Templates, VF components**).
- Built Custom Aura Lightning Components as part of Project Enhancements (Support).
- Written Unit Test Classes.
- Worked on Deployments using Workbench, Changeset
- Worked on Sandbox Refreshment Activity
- Worked on Production Support for Salesforce Service Cloud
- Extensive experience in data migration using Data Loader/Work Bench.
- Creation & implementation of Custom Objects, Custom Labels, Custom Apps, Page Layouts, Related Lists, Tabs, Validation Rules, Workflow Rules.
- Generate different kind reports & dashboards
- Involved in deployment Activity through workbench
- Worked on Cloud Sense, Zuora & Salesforce CPQ.
- Salesforce CPQ – Product Rules, Price Rules, Summary Variables, Package Settings, Order generation, Advance Approvals.
- Have a good knowledge on CPQ Business model dealing with Renewals, Amendments and New Business Quotes.

Technical Skills

Cloud: SFDC (Sales Cloud), Force.com, Apex Classes, Apex Triggers, Visual Force Pages

Tools: Data Loader, Workbench, Salesforce Inspector.

IDE Used: Developer Console, Force.com IDE, Visual Studio Code.

Languages: C/C++, JavaScript.

Web: HTML, JavaScript, CSS

Deployments: workbench, Changesets

Education Information

Course	University	Year of Pass	Percentage
SSC	State Board	2009	69%
Intermediate	State Board	2011	87%
B-Tech (CSE)	JNTU- Hyderabad	2015	66%

WORK EXPERIENCE

Organization	Role	Duration	Work Location
Virtusa Technologies India Pvt Ltd	Engineer	Dec 2015 – Feb 2018	Pune
Jade Global Software Pvt Ltd	Technical Analyst	Feb 2018 – Jan 2020	Hyderabad
CriticalRiver Technologies Pvt Ltd	Senior Software Engineer	Jan 2020 – Till Date	Hyderabad

Project Experience Details

Title – Viznet Shutdown.

Client – Tata Communications Limited, India. (Telecommunication), Pune

Roles & Responsibilities:

- Worked as a SFDC Developer, this project involves data migration of CPQ data from Viznet System to Salesforce.
- Creating custom objects/fields, Writing workflows, validations, Configuration, writing Trigger, writing apex classes, Deployment Activity and Development on Cloud Sense App, Working on Data Loader

Title – KYC (Know Your Customer)

Client – Tata Communications Limited, India. (Telecommunication), Pune

Roles & Responsibilities:

- Worked as a SFDC Developer, worked on different Enhancements for this requirement like Adding new custom fields to the existing Layout in Visual Force page and apex controller, Creation of new Custom Links on Detail page, Worked on Apex Test Classes to ensure code coverage.

Title – BSSE Evolution

Client – Tata Communication Limited, India. (Telecommunication), Pune

Roles & Responsibilities:

- Worked as a SFDC Developer, This Cloud Computing project involves implementing Lead2Cash Cycle primarily on Force.com using tight integration with Cloud Sense (Product Configurator and Order Orchestrator apps on Salesforce) Majorly involved in deployment of below telecommunications products on cloud i.e. SFB (Skype For Business), TV Uplink.
- Extensively worked on Creating custom objects/fields, writing workflows, validations, Configuration, writing Trigger, writing apex classes, Deployment Activity and Development on Cloud Sense Application

Title - Optimization to streamline Orchestration Process Attachment on Order Object in BSSE

Client - Tata Communications Limited, India. (Telecommunication), Pune **Duration** - 1-July-2017 to 31-Oct-2017

Roles & Responsibilities:

- Worked as a SFDC Developer, This Project Involves Optimization of Trigger on Order Object, Due to code limit issue. As this trigger contains around ~2000 lines of code and written with bad coding standards and the business logic for all the products has written in the same trigger without following the Trigger pattern, every time code must be changed at the time of deployment. It is not allowing developers to add code for new enhancements as code limit has breached.
- Introduced new Approach for this problem. Here, we have introduced an apex class, this class contains less than ~100 Lines of code. All the repetitive lines of code have put into a custom Setting accordingly.
- Every Time, if the new enhancement comes into the system for this requirement, developer just need to add custom records into that Custom setting instead deploying the apex code.

Title - DocuSign Integration with SFDC

Client - Infoblox (Telecommunication), USA

Roles & Responsibilities:

- Worked as a SFDC Developer, This Project is to publish detailed analysis report to client. This report included detailed **Profile View Vs Page Layout View** for 25 Profiles with respect to Sales App Subject's present in the org.
- Extensively worked on Creating custom objects/fields, writing workflows, validations, Configuration, writing Trigger, writing apex classes, Deployment Activity and Development on Cloud Sense Application

Title - SFDC Developer

Client - Saba Software, Inc (Now CornerStone) , USA

Roles & Responsibilities:

- For Initial 4 months I've worked as Production Support Developer on Service Cloud, had hands-on experience in fixing issues in Production Org such as Communities, WF Rules, Case Assignment Rules, Page Layouts, Permission Set Assignment, Updating Profile Permissions on various SFDC Components
- Worked on Data Migration
- Worked as a SFDC Developer on Zuora CPQ implementation. Have good knowledge in Zuora Quoting Process such as Amendments, Renewals & New Business Quotations.
- Involved in Client meetings, Performing UAT Demonstration to Users on Business Requirements etc.

- Written multiple Triggers, Apex Classes, VF Pages, VF Components, Email Templates, Test Classes.
- Independently worked on Multi Quote Functionality (As part of CPQ Functionality) on top of Zuora's Manage Package.

Title – Salesforce.com security admin

Client – Malwarebytes, USA

Roles & Responsibilities:

- Worked on Compliance & Controls Assistance for Malwarebytes Org , As a security analyst role, I've done extensive analysis on security model –
- Comprehensive gap analysis of Salesforce Objects and Fields for Classification
- Classification and visibility/access restrictions can inadvertently affect several areas of metadata and metadata relationship in Salesforce. Partner will analyse, classify, and document all identified objects and fields,
- Comprehensive gap analysis of Salesforce Profiles, Permission Sets, Roles, Sharing Rules, Hierarchies.

Title – Salesforce.com CPQ Developer

Client – Aryaka Networks, USA

Roles & Responsibilities:

- Multi-Currency Implementation on CPQ Products in SFDC
- CPQ Product Configuration/Product Setup
- Implemented Product Rules, Price Rules, Summary Variables, Lookup Queries
- Hands on Quote Template Document Generation
- Migration of Salesforce CPQ from Standard Legacy Quoting without affecting Legacy Process.
- Updated the existing formula fields to work for both CPQ Process and Legacy Standard Quote process to capture pricing related information on Opportunity/Quote Header.
- Updated the existing Process builders, Workflows and Apex code in a way they work for the existing Legacy Quote creation process and Salesforce CPQ Quote creation process.
- Identified the existing Non-Bulkyfied code in system and optimized the same.
- Replicated Opportunity and Opportunity Products object related process to Order & Order Product object.
- Implemented exceptional handling mechanism to capture exceptions using Exception Class
- Updated triggers to ON/OFF using Custom Metadata.
- Improved code quality.
- Able to bypass triggers during data migration
- Worked on Amendment/ Renewals/ New Business Quoting model.
- Created LWC components ~ Quick Actions, Custom Components, LDS, lightning Navigation Mixin.

Sai Kiran Kadiyala

PERSONAL DETAILS

Data of Birth : 1st July 1994
Father's Name : Ravinder Chary Kadiyala
Permanent Address : H No. 1-6-227/16/4, Ram Nagar, Friends Colony, Hyderabad
Pin Code : 500020
Mobile No : 9700886783
Languages : English, Hindi, Telugu
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I hereby declare that the above information is true and best of my knowledge.

Place: Hyderabad

Sai Kiran Kadiyala