

**Phanieshwar Kondagadapa Email: phaniesfdc@yahoo.com**

**Sr. Salesforce Consultant/Lead Einstein Developer *PH.No - 4699991718***

Five Years of IT experience and Certified Salesforce Consultant working with Salesforce Platform and Applications, Hands on experience with Development, Administration ,integration and Reporting with BI Tools of Einstein Analytics, Power BI and Tableau.

### Professional Summary:

* Proficient with **Agile, Scrum, and Waterfall Development** methodologies.
* **2+ Years of experience in Salesforce Einstein Analytics .**
* **Certified as Einstein Analytics and Discovery Consultant.**
* Developed enterprise Einstein Analytics **(Wave Analytics) strategy, with focus on business engagement, data governance, data architecture and advanced visualization / analytics capabilities,**
* Proficient with **Sql**, **SAQl and working with Dataset XMD Json and Dataflow Json**
* Managed **Salesforce.com Org** with very large number of Salesforce users.
* Strong administrative experience with creating users, roles, profiles, Page Layouts, permission sets **validation rules**, Email Services, **workflows** and approval processes.
* Extensive experience in designing **custom objects, custom fields, page layouts, custom tabs, custom reports, report folders** and report extractions to various formats.
* Demonstrated expertise in **Sales cloud, Service cloud, and Analytics**
* Excellent understanding of underlying principles of **Cloud Computing** and **SAAS**
* Experience in building **Visual Force Custom Controllers/ Components**, Custom Objects, Reports, Dashboards, Tabs.
* In-depth understanding of the capabilities and constraints of the Salesforce CRM application coupled with good understanding of the business processes.
* Experience in working with **Eclipse IDE** in Force.com Plug-in environment for writing Business logic in Apex Programming Language.
* Sound knowledge of **business processes** across **various domains** including Supply Chain Management, Sales, Marketing and Health
* Experience in web technologies **like HTML, CSS, JavaScript, PHP, WSDL, SOAP, REST and BULK API.**
* Expertise in Data Synchronization, **Data Modeling**, **Data Extraction**, **Transformation**, **Data Loading**, Scheduling, and **Monitoring** using **ETL tools like Apex Data Loader, Informatica Power center** and **Informatica On Demand**.
* Experience in Analysis, design and development of reports using **Tableau**, Oracle SQL and Data analysis.
* Using project management tools like MS Project for status reporting and planning.
* Excellent Leadership and Interpersonal skills, Team player with ability to work effectively with all Levels of organization and individually as well.

### Technical Skills:

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| --- | --- |
| Salesforce.com | APEX, Visualforce, Apex Web Services, Workflows & Approvals, Dashboards, Reports, Analytic Snapshots, Lightning/Aura, Custom Objects, Case Management Automation Force.com Eclipse IDE Plug-in.  |
| BI ToolsEinstein Analytics | Einstein Analytics, Tableau, Power BISalesforce Analytic Studio (Dashboards,Apps, Lens, Datasets, Recipes, Dataflows) |
| Custom Integration | Outbound messages, workflow & Approvals, Reports, Custom Objects and Tabs, Custom Application and Sandbox data loading. |
| Query Tools | Data Loader, SAQL, SOQL, SOSL, Apex Explorer  |
| Languages |  Java, SFDC API. |
| Web Technologies | HTML, XML, JavaScript and AJAX |
| MS Office Tools  | Outlook, Word, Excel, PowerPoint, MS Access, Visual Studio |

### Professional Experience:

**Client: Financial Force**

**Duration: Aug 2020- Present**

**Role: Sr. Einstein Developer**

**Description:** Working on Financial force customer dashboards for the sales.

Responsibilities:

* Working with Customer dashboards with advanced SAQL quires for the bindings of the reports in the dashboard.
* Managing Permissions and Securities of Einstein Analytics.
* Working on End user enhancements and updating the dashboards based on the requirement.
* Managing all the Einstein related work from end to end.

**Client: Seven-11**

**Duration: Dec 2019- June 2020**

**Role: Analytics Developer**

**Description:** Worked on store reports for sales and purchases of the inventory and stock inventory reports based on the region and territory used Power Bi and Einstein Analytics for the Visualization

Responsibilities:

* Closely Working with Product owners and Business Analysts of Salesforce team and Power BI team to gather requirements for Analytics.
* Worked on Migration of dashboards and reports from Salesforce Einstein to Power BI based on the client requirements and needs.
* Worked on Power Bi Dashboard by importing data from Azure database of all the reports and dashboards.
* Developed Power BI model used for financial reporting of P & L and Headcount
* Developed Monthly, Daily, Quarterly, Yearly Reports in Power BI.
* Utilized Power BI gateway to keep dashboards and reports up to-date with on premise data sources. And formatted dashboards, multiple chart types, trends and KPIs with Power View to support analysis
* Testing the dashboards and data prior to release and promoting to higher environments.
* Project experience in Agile Methodology with Bi weekly sprints and meetings followed by retrospective meetings.
* Established Power BI Premium and Embedding Environment and maintained its daily-to daily activities and troubleshooting it.
* Scheduled Refresh Jobs with the help of Incremental Refresh concept in Power Bi Premium tier.

**Client: Accenture Federal Services(AFS),Remote**

**Duration: June 2019- Dec 2019**

**Role: Sr.Einstein Developer**

**Description:** Worked on VALERI**(**VA Loan Electronic Reporting Interference**)** Project on Salesforce OOTB reports and Salesforce Einstein Reports and dashboards with Analytic Assets.

Responsibilities:

* Owner of the Analytic Studio where managing the Dataflows, Recipes, Data connects and Monitoring and running the data based on the schedule.
* Using Wireframing Tools like **Balsamiq** for better understanding of requirements from business to development and show the correct KPI’s to the users on the Dashboards and Reports.
* Developed and Created OOTB reports and report types in salesforce based on the requirement.
* Going through the latest release of Salesforce Analytics and implementing them in the requirement for better and faster development.
* Assigning Licenses and permissions to Analytic users based on the role hierarchy.
* Testing the dashboards and data prior to release and promoting to higher environments.
* Creating the documentation after the task completion for future reference.
* Immense experience with Agile Methodology and Jira where daily attending scrum calls and updating in Jira based on the sprint.
* Experience working with End users and Fixing the issues or bugs in production after deployment in Analytics (Production Support).

**Client: Teradata, San Diego, CA**

**Duration: October 2018- April 2019**

**Role: Sr.Einstein Developer/ Salesforce Administrator**

**Description:** Teradata Corporation is a provider of database and analytics-related products and services using Einstein Analytics for visualizing data of Teradata user records of sales based on Geo, Territory and Region.

**Responsibilities:**

* Closely Working with Product owners and Business Analysts of Salesforce team and Power BI team to gather requirements for Analytics.
* Working in an Agile Environment using Jira and completing tasks in the sprint and releasing it by the given sprint.
* Using Change sets to deploy Analytic Assets like Dashboards, Lens and changes in Dataflow from Sandbox to Production.
* **Enabled Data Connect (Replication) for the objects to extract data and run dataflow faster.**
* Strong Experience with **SAQL Functions like Coalesce, Arithmetic Functions and Statements like load, filter, group and co group, union, Foreach, Generate and Limit.**
* Learning and understanding of new releases of salesforce Einstein Analytics concepts and implementing it in the Analytic Studio.
* Embedding the Dashboards in Lightning Pages Like Account Pages, Home Page and Opportunity Pages where users can view the data of the account or opportunity.
* Proficient in Creating Dataflows using Transformations and Creating Recipes.
* Understanding the user related issues for analytics and taking immediate action to solve the issues by fixing them.
* Performing smoke test upon completion of Deployment to check the data is accurate and correct.
* Comparing the Analytics data with salesforce classic report for testing of Data Accuracy and showing up the correct results in Analytics.
* Good Guidance of Analytics Reference documents from salesforce to understand the new implements and release in Einstein Analytics and using the Arithmetic and logic operators in SAQl and XMD Json.
* Led an off- shore team in analytics and Trained almost like 26 developers in Einstein Analytics.

**Client: Swain Techs (US Department of HHS)**

**Duration: Feb 2018-Sept 2018**

**Role: Salesforce Einstein Developer.**

**Description:** Swain Techs is an award-winning SBA-certified 8(a) small business with over a decade of exceptional performance. We are CMMi ML3 Development & Services appraised and ISO 9001 certified. Working for Office of Contracts and Grants (CMS). Currently, there are 250 analytics users and 500-750 service cloud users

**Responsibilities:**

* Worked with Einstein Analytics BI Tool of salesforce to visualize the business flow through Datasets, lens and Dashboards.
* **Setting up Permission, Permission set Licenses, roles and profile to analytic users** and using Security Predicate restricting users to access the Other Datasets and Data in Analytics.
* Working with **Advance SAQL in Creating Lens. And Working with dataset and Dashboards Json**.
* Creating Lens (Reports) **and Dashboards** so that Agents/Users can generate reports and visualize data on dashboards.
* Daily **Monitoring of Dataflows and recipes in Data Manager**.
* Integrating Salesforce with multiple data source and gathering requirements and working with Stakeholders
* Worked and developed on custom Lightning pages for the accounts and product pages as per the customer requirement.
* Developing the salesforce application and working on Enhancements for the bi weekly sprint release.
* Assisting Users with various issues like login related issues **ongoing enhancements,**
* Understanding the Java code and implementing in salesforce Platform with API's and Permissions.
* Worked on the Daily tickets and solving the user’s issue.

**Client: Highmark Inc,Pittsburgh,PA**

**Duration: Sept 2017- Jan 2018**

**Role: Salesforce Developer/ Wave Analyst**

**Description:** HM Health Solutions, headquartered in Pittsburgh, PA, provides innovative, technology-based solutions that enable health plans to achieve top-line revenue growth, reduce costs and gain economies of scale. Launched in 2014, the organization’s professional employees provide experience in multiple product lines, including Medicare, Medicaid, commercial, individual, dental and vision.

**Responsibilities:**

* Worked on multiple projects interacting with business Analysts and customers for gathering requirements for the projects.
* Worked in an Agile environment participating in daily scrum calls and bi weekly sprint meetings.
* Developed **Analytic Dashboards, lens and Apps with Analytic Studio.**
* Created and managed custom objects and fields to integrate Salesforce Objects in Analytics Data Manager
* Proficient in **Data Loading** into salesforce through **Data Loader** using CSV files for insert and update records from external source and map the data to Salesforce Objects and fields.
* Experience with developing of **Lightning components** and **Lightning apps** to provide better and more interactive interfaces to end users, which help in sales enhancements.
* Performed Salesforce Administration activities creating Users, Roles, Profiles, Organization Wide Defaults, Permission Sets, Public Groups and Queues. Validation Rules, Creating Fields and related list to the object and configured to the object Page layout.
* Created test Scenarios and checked the test coverage is maintained to be minimum 75% of the code coverage.

**Employer: Capgemini.**

**Location: Irving, TX**

**Duration: March 2017- July 2017**

**Role: Salesforce App Developer**

**Responsibilities:**

* Managed security, users, roles, profiles, groups, queues, sharing rules and other setup options for Salesforce users and Analytic users.
* Prepared data files and uploads the data into Salesforce.com using the data loader and other 3rd party tools.
* Gathering requirements from Business Analysts and understanding them to create the Dashboards in Analytics.
* Trained in **Wave Analytics** and started building health care related Reports(lens) and Dashboards.
* Understanding of **Data Manger and creating Dataflows, integrating with Salesforce Objects** and other partnered ETL tool like Informatica, Mule soft, Dell Bhoomi.
* **Created Datasets with External CSV files for the manual upload of data** to update every month into Analytics.
* Managed a process to deploy updates, enhancements, and new system functionality including the creation of custom objects, custom formulas, and workflows.
* Created **Test scenarios on Sandbox environment** and migrated code to deployment upon successful testing.
* **writing SOQL & SOSL queries** with consideration to Governor Limits for data manipulation needs of the application using platform database objects.
* Created workflow rules, process builders, **lightning flows to related tasks**, **time-triggered tasks, email alerts,** and filed updates to implement business requirements.
* Involved in the customization of the **Salesforce app using Lightning resources**.
* Coordinating with Business Analyst Team to provide recommendation and designed the best solution for implementing new ideas.
* Conducted training sessions to the **UAT users to use the Salesforce Knowledge** **application** and developed a feedback custom report.
* Participated in weekly Reporting team status calls to update all concerned parties on status versus timeline commitments.

**Employer: Sigma Software** **LLC.**

**Location: Dallas, TX**

**Duration: Aug 2016 – March 2017**

**Role: Salesforce Developer/Administrator**

**Responsibilities**:

* Installed all **third-party applications in the Salesforce org** and perform all upgrades to the managed packages and worked closely with sales team and business analysts and performed detailed analysis of business and technical requirements and designed the solution by customizing various **standard objects of SalesForce.com (SFDC).**
* Worked with various **Webpages in Visualforce** for capturing various customer enquiries and Implemented logic for migrating cases to different queues based on the type of customer enquiry.
* Created and used **Email templates in HTML and Visualforce**
* Developed **Apex Classes, Controllers and Apex Triggers** for various functional needs in the application.
* Created **page layouts, search layouts to organize fields, custom link**s, related lists and other components on record detail pages and edit pages.
* Used **SOQL & SOSL with consideration to Governor Limits for data manipulation needs** of the application using platform database objects.
* **Tested the data on changes to Salesforce.com** deployment including managing multiple **sandbox instances.**
* Implemented **Bulk API using java application for loading data** from external systems and Involved in Salesforce.com Application Setup activities and customized the apps to match the functional needs of the organization.
* Worked on SFDC Administrative tasks such as creating **Profiles, Roles, Users, Page Layouts, permission sets** etc.
* Created new **user accounts and configure Salesforce to fit security needs at the user and organization levels**.
* Developed **workflows, custom settings and other inbuilt functionality. Created workflow rules and defined related tasks, time-triggered tasks, email alerts, filed updates to implement business logic.**
* Created various **Reports (summary reports, matrix reports, pie charts, dashboards and graphics) and Report Folders** to assist managers to better utilize Salesforce as a sales tool and configured various Reports and for different user profiles based on the need in the organization.
* Used **Data Loader** for insert, **update and bulk import or export of data from Salesforce.com objects**. Used it to read, extract, and load data from **comma-separated values (CSV) files**.
* Worked on Researching and implementing **Salesforce apps** from **AppExchange**.

**Employer : Aryabhatta Solutions Limited**.

**Location: Hyderabad, India.**

**Duration: May 2013- July 2015**

**Role: Associate Salesforce Consultant**

**Responsibilities:**

* Worked closely with sales team and business analysts and performed detailed analysis of business and technical requirements by customizing various standard objects of SalesForce.com (SFDC).
* Developed reports, dashboards, and processes to continuously monitor data quality and integrity.
* Designed and deployed **the Custom objects, Custom tabs, Entity-Relationship data model, validation rules, Workflow Rules, Auto-Response Rules, Page layouts** to suit to the needs of the application.
* Created **page layouts, search layouts to organize fields, custom links, related lists and other components on a record detail and edit pages.**
* Worked with various functions and end users to identify, document, and communicate standard business processes as they related to the database
* Used Salesforce native tools like data loader and CRM fusion tools like demand tools.
* Helped users with various issues like login related issues, reporting, dashboards, **customer portal issues, permission related issues, roles and profile** related issues and various other sharing issues daily.

### Education:

Bachelors of Technology (JNTU), India.

Master’s in Engineering and Technology (UCM), USA

### Certification:

**Salesforce Administrator (ADM201**)

**Salesforce Platform Developer-1**