**Varun Kumar Rajpoot**

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**To work in the most challenging position with a program that provides opportunities to learn and to contribute where I can prove my skills and potentials and exploit them to create new avenues.**

**PROFESSIONAL SUMMARY**

1. A result oriented professional with **8 years** of diversified experience in Salesforce and Force.com customization development.
2. Currently **Leading a Product Development team** in **Genpact** since October 2018.
3. Previously associated with **Accenture Services Pvt Ltd** from March 2015 to Oct 2018.
4. Previously associated with **Astrea IT Services** from May 2012 to March 2015 as Senior Software developer.
5. Skilled in understanding of the SDLC with proficiency in mapping client/business requirements, documentation, application design, development, lightning, integration & testing and troubleshooting for complex information systems management.
6. Possess excellent problem solving, analytical, communication and team building skills with proficiency at grasping new technical concepts quickly & utilize the same in a productive manner.

**PROFICIENCY SUMMARY**

* Experience in the complete life cycle of project development SDLC including System Analysis, Design, Development, Testing, deployment to different environments and Post Production support.
* Proficient in **Agile** Methodology and a Certified Scrum Master.
* Expertise in building Generic and Customized **product development** using **Force.com** platform.
* Salesforce **Lightning Component Development,** UI designing with Lightning Component
* **Community Cloud**
* **Service Cloud**
* Salesforce **android app** development to use Salesforce **offline**.
* Apex Coding (Triggers, Classes, Batch Class, Extensions, Test methods etc.).
* **Advance Lightning Flow**
* **Marketing Cloud:** Content builder, Email Studio and Journey builder
* **Integration:**
	+ Creation of Salesforce Apex Rest Web Service
	+ Callout to External web service in Salesforce
	+ Heroku
	+ Salesforce to Java
	+ Web Services Integration
	+ Rest and Soap
	+ Creation of Salesforce Apex Rest Web Service and Node.js rest web service
	+ **Salesforce integration using Platform Event with Heroku PostgresSQL**
* **Api**
	+ Rest API
	+ Metadata API
	+ Toolling Api
	+ Streaming api
* **Einstein AI**
* Automated Workflow and Custom UI &Data Binding via VisualForce Pages
* APEX mass data organization through **Data Loader** & reporting.
* Knowledge of **Apttus CPQ** platform.
* Java Script Framework: Angular.js, Backbone.Js
* IDE: Eclipse, Force.com CLI, **Visual studio Code**
* Deployment: Using Change Set, Eclipse, Ant Migration Tool and DevOps

**EDUCATIONAL CREDENTIALS**

* **M.Tech** from Gautam Buddha University, Greater Noida , **State Govt. University** with **8.87 CGPA in** 2012**.**
* B.Sc (Math & Statistics) from Vardhman College Bijnorin2009 with **66%**.
* 12th from UP Board, Allahabad in 2006 with **68%**.
* 10th from UP Board, Allahabad in 2004 with **73.3%.**
* **Certifications**
* **Salesforce Platform Developer II** (PDII)
* Salesforce Certified Service Cloud Consultant (SU16)
* Salesforce Certified Sales Cloud Consultant
* Salesforce Certified Platform App Builder
* Salesforce Certified Platform Developer I
* Salesforce Certified Developer, DEV-401 (May 10,2013)
* Salesforce Admin ADM 201 (July 10,2015)
* IBM DB2 Certification (May 2009)
* University of Cambridge Business English Certification (2011)

**CAREER HIGHLIGHTS**

**Genpact**, Noida Oct 31 to till date

**Description:** Genpact is a product based company. Its Cora ARFlow solution, is built to reduces past-due receivables, bad-debt reserves, and operational costs to maximize cash flow.

**Role:** Product Technical Lead

**Responsibilities**:

* To work with the product owner to understand the requirements and prioritize the development/enhancement requests.
* Leading the delivery team to achieve the workstream tasks/milestones.
* Work closely with Product Owner and Project Manager to provide progress updates and ensure the management of any delivery risks or issues
* Structure and lead prototype demos for the management and clients.
* Revamp the existing functionality to improve the performance and to resolve existing bugs.
1. **Title : CORA ARFlow- Collection**

**Team Size :** 20

**Technology : Lightning(Aura & LWC), Integration,** apex, visualforce page, Apex trigger, **ES6,** process builder

**Project Duration : Feb 2020 to Present**

**Project Description:**

This product is the part of the OTC(Order to Cash) Process. It is a highly customizable product, which helps Collectors to perform dunning strategically to receive company AR on time to avoid bed debt.

1. **Title : CORA ARFlow- EIPP**

**Team Size :** 15

**Technology : Lightning, Integration, Customer Community,** apex, visualforce page, Apex trigger, **ES6, Integration**

**Project Duration : Nov 2018 to Jan 2020**

**Project Description:**

This product is built on the force.com platform using **Lightning skills** which process **large amount** of invoices and other data efficiently with **high performance**. NACHA Integration for payment, other integration to generate statements and sending SMS for payment link.

**Accenture Pvt. Limited,** March 2015 to Oct 2018.

**Description:** In Accentureworked in **Innovation team** and support project.

1. **Title : Innovation Team**

**Team Size :** 30

**Technology : Lightning, Integration, Communities, Salesforce Einstein,** apex, visualforce page, Apex trigger, javascript

**Role :** Senior Devloper

**Project Duration : Feb 2017 to October 2018**

**Project Description:**

In this team, we worked on multiple products and used latest technology and skills and prepare demo for the Client. We built reusable components and communities so that other team can use them. Also in this project we conduct knowledge sharing. Worked on a **number of communities** for different domains likes Smart City, Insurance, Retail, Customer Services etc.

We added many technology like **Live chat, Einstein AI, Leaflet.js, Chart.js** etc

1. **Product: : Clienteling Application**

**Team Size : 5**

**Technology** : Sales Cloud, Lightning, Marketing Cloud, Communities, Salesforce Einstein,

Bootstrap.js, Javascript, IOS Application Apex trigger, Apex class

**Role** : Application Lead

Project Duration : Feb 2017 to Oct 2018

**Project Description:**

Highly customizable product to establish long-term relationships with key customers based on data about their preferences, behaviors and purchases. It can be integrate easily with other systems through API Integration.

1. **Product: : HEP V3.0**

**Technology** : Lightning flow, Lightning component, Open CTI Integration,

 **Platform Event to Integrate Amazon Web Service**

**Role :** Development and Getting Support from Salesforce

Project Duration : Feb 2018 to Present

**Project Description:**

This product is based on the Health cloud domain. This flow starts with the call of the customer and after the authentication based on the customer query subflow are executed. This product has a hierarchy of the flow, Lightning Component and classes.

1. **Title : Monsanto US**

**Team Size :** 40

**Technology :** apex, visualforce page, Apex trigger, javascript

**Role :** development, requirement gathering and Enhancement

**Project Duration : April 2015 to Jan 2017**

**Project Description:**

Monsanto is a sustainable agriculture company. We deliver agricultural products that support farmers all around the world.

**Astrea It Services,** May 2012 to Feb 2015.

**Description:** In Accentureworked in **Innovation team** and support project.

1. **Title : Proyecto Mirador**

**Team Size :** 4

**Technology :** Salesforce and Android Hybrid Application

**Project Duration : September-2014 to March 2015**

**Project Description:**

A Non-profit project, based in Honduras to reduce carbon emission by installing fuel efficient cook stoves. It includes smartphone application to gather the household Data of every household (in flight-mode also. Data science is applied to calculated the carbon emission and VAR(a measure of the risk of loss for investments)

1. **Title : thecode.org**

**Team Size :** 6

**Project Duration :** July 2012 to March 2015

**Project Description**

A non-profit project, the Code Of Conduct for the protect children from abuse in Tourism industry. This project **is running successfully in 53 countries**.

1. **Title : XIRR and IRR (internal rate of return) Calculation in Salesforce**

**Role :** Development

**Project Duration :** Jan-2014 to March-2014

**Project Description:**

It is a typical mathematical formula, which calculates internal rate of return. I developed trigger and classes to calculate XIRR and IRR **under Salesforce governance limit** and **matched result** with XIRR calculation tools. This was done for a client later we built an app to calculate XIRR and IRR. This calculation is being done through formula fields, triggers and Batches.

1. **Title : Mogli Mobile**

**Team Size :** 2

**Technology : Android Hybrid app development, Backbone.js, java**

**Role :** Development

**Project Duration :** Jan-2014 to March 2015

**Project Description:**

It is a single page web application for Andriod to fetch Salesforce data. Create and update data. User can use this app offline also. User can take picture. This data will be saved with Geo Location. If user is online then data will be sent directly to salesforce else data will be synchronized when user will come online.It was developed in Indonesian language and we have delivered this project. Now we are developing same app with some changes for a customer based inSudan and we are translating it in Arabic language as well.

1. **Title : Salesforce SMS**

**Role : Developer**

**Technology Used :** apex, rest services, **Web service integration**with multiple SMS gateways

**Project Duration :** December-2012 to March 2015

**Project Description:**

In this project user can send sms to a Contact or a Lead and they can also receive SMS in Salesforce. We did integration with three different gateways to send and receive message. We did some integration for two way communication. We were calling web service of gateways to send an SMS and we create an REST based apex web service to receive SMS by these gateways.

1. **Title :** Cloud Bridge

**Team Size :** 8

**Role :** development, requirement gathering and designing,

**CTI Intergation(Fujtsu PBX)**

**Project Duration** : March 2013 to October 2014

**Project description**

It is a Japan based hotel system. It has a **Fujtsu**CTI system. It has stylish visulaforce designed page. User can perform action using drag and and drop functionality on Visualforce page. I worked on making a making a new reservation, check-in, check-out and CTI modules.

I developed functionality to show contact detail when a call is received by Fujitsu PBX. A pop-up windows open on the user’s screen with the contact information. I also developed an exe and jar file to execute by Fujitsu system.

1. **Title :** California Newsreel

**Team Size :**Salesforce customization, Triggers, Visualforce Custom Buttons,

Apexclass, Visualforce Page

**Role :**Development and testing

**Project Duration :** May-2012 to August-2012

**Project Description:**

California Newsreel is an American non-profit, social justice film distribution and production company based in San Francisco, California. We did customization for in this project. I worked on searching and **providing Lead as a Campaign member** related to a Campaign. I provided custom sorting to lead related to a campaign.

**Other Work and initiative:**

1. **Application for Apttus**

Team size: 5

Implementing an application for Accenture Innovation Team to export Apttus CPQ record for all objects from source org and to import in destination org.

1. **Code Searcher:**
Team Size: 1

Create a Lightning Salesforce app for salesforce internal uses to search the code content in Apex Class, Trigger, Visualforce Page, Visualforce component and Lightning Component Bundle. Very helpful to debug lightning component.

1. **Metadata Exporter:**

Team Size: 1

Create an app to export the Salesforce metadata (Like: Code, Object detail, profile,workflow, validation rule, permission se etc.) in pdf and Excel form.

1. **Automobile Insurance Claims Processing using Blockchain:**

Participate in Accenture Global Innovation Contest and built a solution for Automated Insurance Industry using IBM Hyperledger Fabric Blockchain, AWS and Salesforce.

**STRENGTHS**

* Strong analytical, problem solving, and interpersonal skills.
* Belief in Teamwork.
* Ability to undertake challenging tasks even in areas of no prior experience.

**Additional Skills**

* Self-directed and highly-motivated learner.
* Creating and sustaining an environment that fosters development opportunities and motivating the employees for enhancing the existing performance levels.
* Proven track record of keeping projects within deadlines.
* Creative and fast problem-solver.

**PERSONAL PROFILE**

Name : Varun Kumar Rajpoot

Father’s Name : Shri Komal Singh

Nationality : Indian

Marital Status : Single

Language Known : English, Hindi

Date of Birth : 1st April 1990

**Declaration**

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Date: (Varun Kumar Rajpoot)