**Professional Summary**

Deepranshu Srivastava

**Salesforce Consultant**

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**CORE COMPETENCIES**

* *Strategy Planning*
* *Project Management*
* *CRM Implementation*
* *Operations Management*
* *Process Improvement*
* *Partner Management*
* *Stakeholder Management*

**PERSONAL SKILLS**

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**TRAININGS**

* •Sales Force Admin Training • Lead without Title- A Robin Sharma Training • Knowledge Management and Organizational Learning • Stress and Time Management • Essentials of Business Communication • Managing Conflict • Change Management • Effective Management - Developing As A Manager • Fundamentals of Customer Satisfaction • Leadership Development Program • Assertive Communication • Time Management

**Education**

## B.Tech in Computer Science & Engineering / UPTU (2006-2010) - 63%

## SSC / SGRR, Dehradun (2005-2006) – 58%

## HSC / Hilton’s School, Dehradun (2003-2004) – 61%

8+ years of experience in to Web, Business Analysis and 3+ years of experience into Salesforce CRM Development. Highly seasoned and accomplished Salesforce Developer with a strong record of client satisfaction. Adept at explaining highly complex data systems to a wide variety of audiences. Proven multitasker independent worker and team player.

**Core Qualifications**

* Strong experience in Salesforce Development, Design & Administration
* Strong knowledge and experience in SFDC Configuration (Quick Actions, Page layout customization, Formula fields, Validation rules, Custom fields and objects)
* Exceptional proficiency in Apex Classes, Visualforce, Lightning Apps & Component, API Integration, REST, SOAP and other programs in Salesforce developer toolkit
* Experience in designing, coding, and implementing Visualforce, APEX Triggers, SOQL and SOSL statements and Batch Process.
* Excellent understanding of VS Code, Eclipse and other Integrated Development Environments
* High oral and written communication skills
* Proven track record in HTML, PHP, JavaScript, jQuery and CSS
* Sound ability to integrate various business processes across different systems
* Experienced in Agile Methodology with tools like Jira along with Version Control using GIT
* Learning with Lightning web components and Einstein

**Experience**

**Since Nov 2014 ARK Info Solutions Pvt. Ltd Sr. Developer (Salesforce)**

**Oct 2011 – Sep 2014 SSE/TL Braahmam Net Solutions Pvt. Ltd.**

**Jul 2010 – Sep 2011 Developer Binary Softzone Pvt. Ltd.**

**KEY HIGHLIGHTS**

* Currently, working with Ark Info Solutions, a software sales organization as Salesforce Consultant helping for growth of Software sales and Mindbox vertical, strengthening CRM via Salesforce and reporting to CTO
	+ Accountable for quality project deliverables. Technical escalation point for team in addressing Production issues.
* Leading training to end user including On-Boarding and lightening migration
* Manage timelines, team priorities, and schedules
* [Problem Solving](https://www.zippia.com/research/business-analyst-skills/#6), [Decision Making](https://www.zippia.com/research/business-analyst-skills/#7), [Managerial Skills](https://www.zippia.com/research/business-analyst-skills/#8), [Communication](https://www.zippia.com/research/business-analyst-skills/#9), Negotiation
* Coordinate with clients regarding scope changes and change orders
* Coordinate with team members to meet scheduled deadlines
* Page layout and design
* Knowledge of design standards and web positioning
* User acceptance testing (test scenarios, implementation and reporting)
* Ability to develop HTML and prototypes.

**Projects**

* Corel India – Deal Registration Portal with partner Integration PAN India for adding leads and migrating the same on Sales force using API
* Corel Rewards System – Implemented Corel Rewards System for all the partners with rewards based on stages of leads that will ultimately improve the overall performance of sales partners.
* Trimble SketchUp – Deal Registration system with automated emails for Log a Calls, Custom Task and Action
* Ansys India – Salesforce Setup and Administration
* Autodesk Order Processing and Customization of Salesforce
* Migrating Salesforce classic to Lighting throughout the Org.

**Other Projects**

* Corel- https://corelindia.co.in (Laravel, Boostrap)
* ARK Infosolutions https://arkinfo.in/ (Wordpress)
* Mindbox - http://mindbox.in/ (Wordpress)
* Design Championship - http://designchampionship.in/ (Laravel, Material Design)
* VexIndia - http://vexindia.com/ (Wordpress)
* MindBox Experince - https://mbx.co.in/ (CakePHP, Material Design)
* Corel Deal Registration - https://corel.arkinfo.in/ (Core PHP, Boostrap)
* Mindbox Experince - http://mbx.co.in/ (CakePHP,JQuery UI)
* Sketchup Trimble - https://trimble.arkinfo.in/ (Core PHP, Boostrap)
* The Space (HRMS) - https://space.arkinfo.in (CodeIgniter, Boostrap)