**Rajasekhar Vempati**

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**PROFESSIONAL SUMMARY**

* 5X certified developer with 12 years 10 months of good hands-on experience in Plan, Estimate, Design, Develop, Lead, Track and Deliver, Customize and Maintain applications using OTB features & cust. Solutions on Salesforce platform.
* Have good hands-on experience on Sales, CPQ, Service, Community cloud and implemented custom apps & worked on various integration applications by utilizing Force.com platform.
* Ensuring on time deliverables within pre-set cost parameters towards accomplishment of common goals.
* Having good experience in business understanding, business process mapping, requirement study, innovative and proactive thinking; defining various specifications for application implementation and managing client expectation.
* Worked on complete End-End life cycle of SFDC Implementation.
* **Admin Experience**: sObject, Apps, User management, Profiles, Roles, Security Settings, OWD, Approval Process, Process Builder, Visual Workflow, WorkFlow Rules, Duplicate rules, Assignment Rules, Auto-Response rules, Data Loads, Case management, Lead Management, Email templates, Custom Metadata, settings, Static Resources, Reports, Dashboards, Report Types, Change Sets, Deployment, Sales Cloud, SF CPQ, cust. CPQ, Service cloud & Community Cloud and Managed & Unmanaged applications from AppExchange.
* **Development Experience**: Apex Async process, Triggers, Schedule, Batch & Queue Processes, ApexSharing, Wrapper classes, Dynamic Apex, Design Patterns, Visualforce pages, Aura, SLDS, LWC, Web services API, REST & BULK API, WSDL, SOAP based Web Services, Apex Test classes, Force.com API, SOQL and SOSL and Salesforce AppExchange.
* **SF Tool’s worked**: Force.com Explorer, Visual Studio Code (VSC), Eclipse, SF WorkBench, DataLoader.io, Apex DataLoader, DocuSign, Adobe e-sign, Conga Composer, Gearset.com, CastIron, emailoctopus, Pardot, Discoverorg, LinkedIn Sales Navigator, JitterBit.
* Configured CPQ to generate Quotes using different templates & integrated with DocuSign to send for e-signature.
* Worked on various Salesforce integrations with SAP, Oracle EBS, EmailOctopus, Marketo, Java App, and other third-party systems to support Order Management module.
* I do have strong communication skills as well as collaboration & team building skills with proficiency at grasping new technical concepts quickly and utilize the same in a productive manner.
* As part of COE team, mentored juniors and provided scope to learn and utilize their skills.

**SALESFORCE IMPLEMENTATION KNOWLEDGE**

* Led 35 resources team to design & develop the requirements.
* Designed developed custom solutions for complex automations using Apex, VF pages, Aura & LWC Components.
* Designed & built different sales process below for Saas & PaaS based organization SplashBI
* Opportunity process (Discount configuration, PriceBooks automation, build support pricing modal, Quote management with sync process bidirectional).
* Campaign Automation (Octopus Integration, Pillar Automation, Members AutoFill, Campaign Combiner).
* Task Management – Gather Panel Notes of Non-SF users using sites, Activity Automation.
* Files & Notes Custom solution for Salesforce Lightning.
* Service Cloud, Work.com, Asset Management apps, Internal Time Tracker, Project Management, and Communities.
* Contact Automations (Techvalue automation, Triggers fine tuning, and Contacts Job Titles engine).
* Written Flow, ProcessBuilder and integrated apex class to automate the business processes.
* Performed code reviews, implemented best practices using design patterns.
* Written hassle-free Apex code for controllers and Test classes.
* Loaded Data to different objects and maintaining the proper relation to pop the data to respective records from legacy system.
* Conducted code reviews and followed best practices.
* Deployed changes using Change-sets as and when required.
* Performed sanitary checks while deploying & cleaning process on post deployments.
* Written Process Builder and integrated apex class to automate the business processes.
* Built team of 20 resources, given basic training on Salesforce platform, and conducted peer reviews.

**EDUCATION QUALIFICATION**

* M.C.A. from Andhra University, 2007
* B.Sc. Computer Sciences from Kakatiya University, 2003

**TECHNICAL SKILLS**

**Language**: Force.com, Salesforce Apex, Visualforce, Aura, LWC, SOQL, SOSL & Java.

**SF Cloud Apps**: Sales, SF CPQ, Service, Community, Managed & UnManaged apps.

**Domain Knowledge**: OM, CPQ, B2B Sales, Insurance

**Frameworks:** Salesforce

**Design Patterns:** MVC, Remote Process Invocation – Request and Reply, Fire and Forget, Batch Data Synchronization, Remote Call-In, Data Virtualization.

**Database**: Salesforce DB, PostgreSQL, Oracle.

**IDE**: Visual Studio, Eclipse, Notepad++, Sublime.

**Appexchange Apps / Tools**: Gearset, Jitterbit, Git, Jira, Survey, Conga, Adobe, DocuSign.

**CERTIFICATIONS**

* + Salesforce Certified Platform Developer **– Credential ID 22869784**
  + Salesforce Certified Platform App Builder **– Credential ID 20250019**
  + Salesforce Certified Administrator **– Credential ID 18426621**
  + Salesforce Certified CPQ Specialist **– Credential ID 2843774**
  + Salesforce Certified CPQ Specialist **– Credential ID 2750116**

**WORK EXPERIENCE**

* + Worked as a **Salesforce Consultant** at **Aarami Tech Solutions**, from Aug 22 to Jan 23.
  + Worked as a **Manager- Associate Digital Consultant** in **Conneqt Business Solutions Limited**, from Oct 21 to Aug 22.
  + Worked as an **Associate Project Manager** in **Splash BI Pvt. Ltd**, from Feb 19 to Sep 2021.
  + Worked as an **Associate Project Manager** in **KNS Technologies**, from Dec 17 to Feb 2019.
  + Worked as a **Sr. Consultant** in **IT Convergence Professional Services Pvt**. Ltd, from Feb ’16 to Dec ’17.
  + Worked as a **Sr. Software Engineer** in **Birlasoft (India) Limited**, from Nov ’10 to Jan ’16.
  + Worked as a **Software Engineer** in **Bob-Tech Solutions Pvt Ltd**, from April ’10 to Oct ‘10.

**PROJECT DETAILS**

**# Project 13** Sale Cloud, CPQ Quote automation.

## Client [ADS Pipe](https://www.adspipe.com/)

* **Role** Salesforce Consultant
* **Duration** Aug 2022 – Jan 2023
* **Environment** Apex, VF page, LWC, AURA, Flows, Email templates, sharing settings, Custom Settings, Groups, Queues, change-sets.
* **Responsibilities**
  + - Fixed bugs in the existing system.
    - Re-written the code by using async processes to improve the performance.
    - Involved in setting CPQ, like packages on bundle products, optional constraints, configuration attributes, price-rules, product-rules, quote template.
    - Implemented custom button to import quote lines from csv file along with group name to group lines.
    - Implemented custom territory functionality based on customer requirement.
    - Implemented functionality to assign Account & Project Team based on user Territories.
    - Implemented custom script for quote calculations.

**# Project 12** Opportunity Management, Sale & Marketing Cloud Integration, Service Cloud, FirstData Payment Gateway integration.

## Client [Quess Corp](https://www.quesscorp.com/) , [Conneqt Corp](https://conneqtcorp.com/in/), [Monster India](https://www.monsterindia.com/), [CDFA](https://www.cdfa.ca.gov/)

* **Role** SF Architect, Sr. Techno Functional Project Manager, COE Member
* **Duration** October 2021 – Till Date
* **Environment** Apex, VF page, LWC, AURA, Process Builder, Workflows, Flows, Email templates, Approval Processes, sharing settings, Apex Data Loader, Custom Settings, REST web-service, Profiles, Roles, Permission Sets, Groups, Queues, change-sets.
* **Responsibilities**
  + - Maintained 30 developers’ team to design, develop & executing the requirements.
    - Involved in preparing Estimates for the requirements and communicate with clients.
    - Interacted with client to gather requirements and implement them using Froce.com technology.
    - Designed & built solutions using OTB features and assigned to the team to implement the custom functionality.
    - Designed & provided solution to integrate payment gateway with community cloud using First Data Payment gateway.
    - Utilized the Service cloud OTB features like email-to-case, web-to-case, Auto Response Rules, Escalation Rules.
    - Involved implementing Service cloud Case management Support Process, on-demand email-to-case process.
    - Involved in implementing single page application using console app to store and retrieve the customer information which will help agents in solving issues within no time.
    - Deployed changes using Change-sets as and when required.
    - Performed code reviews & mentored team to write bug free code using apex best practices.

**# Project 11** Sales Cloud configuration, cust. CPQ configuration, Classic to Lightning Migration, Account, Contact, Campaign, Opportunity, Task Management, Files Automation, Sites, Campaign-EmailOctopus integration, SF customer – Java Portal Integration, Campaign Manager, Contact Title library, Survey Management, Task Automation (Non-SF User Comments), Dynamic Value Configuration, Lead Automation (form fills), Campaign Member Auto Fill, Discount Configuration.

## Client [Splash Business Intelligence](https://splashbi.com/)

* **Role** SFDC Project Manager, Tech Lead, Admin
* **Duration** Feb 2019 – Sep 2021
* **Environment** Apex, VF page, Process Builder, Workflows, Email templates, Approval Processes, sharing settings, Apex Data Loader, Custom Settings, REST web-service, profiles & Permission Sets, change-sets.
* **Responsibilities**
  + - Maintained 4 developers’ team to design, develop & executing the requirements.
    - Gathered requirements from management and implement them using Froce.com technology.
    - Designed & Built custom Opportunity process (Discount configuration), Campaigned Manager & Integrated EmailOctopus with SF.
    - Built Sharing model for entire org using Role Hierarchy, sharing rules, Apex sharing.
    - Loaded Data to the Campaigns, Accounts, contacts, Opportunity objects and maintaining the proper relation to pop the data to respective records from legacy system.
    - Deployed changes using Change-sets as and when required.
    - Performed sanitary checks while deploying & cleaning process on post deployments.
    - Written Process Builder and integrated apex class to automate the business processes.
    - Built 4 resources robust team, mentored them to upskill and utilize them to implement in new opportunities.
    - Configured Process Builders, Flows and integrated apex class to automate the business processes.
    - Configured Conga to generate Quotes using different templates & integrated Conga with DocuSign to send them for e-signature.

**# Project** 10Asset Management, Internal Time Tracker, Work.com, Project Management, Procurement Management, Custom Quote Management, Service Cloud, Community Cloud & Lightning Community.

## Client: [DotComm](https://www.DotComm.org/)

* **Role**: Project Manager, Tech Lead, Admin
* **Duration**: Feb 2016 – Feb 2019
* **Environment**: Eclipse, Apex, VF page, Flows, Process Builder, Workflows, Email templates, Approval Processes, sharing settings, Apex Data Loader, Custom Settings, REST web-service, Communities, profiles & Permission Sets, change-sets.
* **Responsibilities**:
  + - Design, assign & track, technical tasks to & from the team to maintain the timelines.
    - Designed & Built Asset Management app & Time Entry system for Internal Employees of client.
    - Developed Project Management service to track the Projects maintained by DOTComm.
    - Created CMDB app to maintain the Configuration Items utilized to provide service to DOTComm clients.
    - Implemented case management to maintain the Project Management, CMDB.
    - Implemented communities to provide the access to few users to SF to track their team tickets & other information.
    - Created custom Quote process to configure the products & provide diff options to partners & reps.
    - Build Lightning community using Lightning components for Different set of users to provide facility to Generate Quotes & Order Products.
    - Configured DocuSign to send the generated contracts for e-Sign.

**# Project 9**  GE-Sales Commercial Transformation

* **Client**: [GE - OG](https://www.ge.com/in/oil-and-gas/operating-segments)
* **Role**: SF Lead Developer
* **Duration**: July 2015 – Jan 2016
* **Environment**: Eclipse, Apex, VF page, Flows, Process Builder, Workflows, Email templates, Approval Processes, sharing settings, Apex Data Loader, Custom Settings, REST web-service, Communities, profiles & Permission Sets, change-sets.
* **Responsibilities:**
  + - Involved in gathering Stories (requirement) from client and implement them using Froce.com technology.
    - We Produced SOAP based web-service to create Service Help Desk tickets in GE-Service now tool.
    - Created Custom objects to provide the custom solution for Help Desk services.
    - Designed & developed Triggers & Batch classes.

**# Project 8** GE-IP – Knowledge Management

* **Client** [GE-IP](https://digitalsupport.ge.com/CC_Community)
* **Role** Sr. Force.com Developer & Salesforce Admin
* **Duration** Nov 2014 – July 2015
* **Environment** Eclipse, Apex, VF page, Flows, Process Builder, Workflows, Email templates, Approval Processes, sharing settings, Apex Data Loader, Custom Settings, REST web-service, Communities, profiles & Permission Sets, change-sets.
* **Responsibilities**
  + - Worked closely with EnablePath team to understand the requirements of Client.
    - Involved in creating Article management module and data loading part.
    - Created Custom objects to provide the custom solution for Knowledge management.
    - Designed & developed Triggers & Batch classes.
    - Created Controller classes for the Pages which I have created and written Test classes with 100% code coverage.
    - Involved in analyzing the data-loading part and creating mapping sheets.
    - Did test loads of data from different sources.
    - Handled complete data loading part and deployment part using the Change-sets.

**# Project 7** GE-IP Phase - 3B

* **Client** [GE-IP](https://digitalsupport.ge.com/)
* **Role** Force.com Developer & Salesforce Admin
* **Duration** Apr 2014 – Nov 2014
* **Environment** Salesforce.com, Apex, Apex Data Loader
* **Responsibilities**
  + - Led 4 resources team and Took ownership of Data-Loading part for entire business.
    - Involved in business meetings, Requirement gathering and designing part.
    - Involved in Data analysis part for loading the data.
    - Involved in preparing the mapping sheets for loading the data.
    - Build new team in Data loading & provided support.

**# Project 6** GE-IP Phase – 3A

* **Client** [GE-IP](https://digitalsupport.ge.com/)
* **Role** Force.com Developer & Salesforce Admin
* **Duration** Nov 2013 – Mar 2014
* **Environment** Salesforce.com, Apex, Apex Data Loader
* **Responsibilities**
  + - Involved in Data & functional analysis part.
    - Involved in preparing the mapping sheets for loading the data.
    - Involved in solving cases and provided support to users.
    - Created User, sharing the rules, profile, and permission sets.
    - Handled completed data Loading using Apex Data Loader and validating the existing data.

**# Project 5** GE HealthCare - Salesforce Implementation

* **Client** [GE-HealthCare](https://www.ge.com/in/healthcare)
* **Role** Force.com Developer & Salesforce Admin
* **Duration** Aug 2013 – Nov 2013
* **Environment** Salesforce.com, Apex, Apex Data Loader
* **Responsibilities**
* Involved in requirement analysis, configuration, and development application.
* Involved in solving cases and providing support to users.
* Updated Users, sharing the rules, profile settings and validating the existing data.
* Implemented apex class, triggers and workflow rules and validate rules.

**# Project 4** EliteNet - SAP Integration for Lighting Business

* **Client** [GE ENERGY INDUSTRIAL](https://www.ge.com/)
* **Role** JAVA/J2EE Developer
* **Duration** Sep 2012 – Jun 2013
* **Environment** Java, Servlets, JSPs, TSF Frameworks (GE), Oracle, SQL Developer, Active Process, Jboss, Axis2 webservice, Star UML and Windows XP. Elitenet applications will interact with the external systems like Mainframe, LDAP, and SAP
* **Responsibilities**
* Involved in Analyzing current functionality for real time calls occurrences.
* Involved in designing the web-service interfaces for communicating the SAP PI system.
* Interacted with clients to clarifying the doubts based on functionality and suggesting new things.
* Prepared the technical documents as specified in the Functional specification.

**#Project 3** PSSLR LED replacement & Support to ENet Redesign

* **Client** [GE ENERGY INDUSTRIAL](https://www.ge.com/)
* **Role** JAVA/J2EE Developer
* **Duration** Dec 2011 – Aug 2012
* **Environment** Java, Servlets, JSPs, TSF Frameworks (GE), Oracle, SQL Developer, Active Process, Jboss and Windows XP.
* **Responsibilities**
* Involved in designing the new interfaces for LED products.
* Involved in Analyzing current functionality how is it behaving for returning products.
* Interact with clients to clarify the doubts based on functionality and suggested new things.
* Developed new business classes and db classes for business process.
* Involved in doing regression test.
* Given support to the projects which I have worked on as part of Enet Redesign and closed the defects within timelines.
* Helped other team members to resolve the Defects.

**# Project 2** EliteNet – Redesign & EnetUtility

* **Client** [GE ENERGY INDUSTRIAL](https://www.ge.com/)
* **Role** JAVA/J2EE Developer
* **Duration** Nov 2010 – Nov 2011
* **Environment** Java, Servlets, JSPs, TSF Frameworks (GE), Oracle, SQL Developer, Active Process, Jboss and Windows XP.
* **Responsibilities**
* Involved in Analysis part of UNIX batch scripts& applications to find out the LDAP code.
* Involved in migrating the LDAP with oracle db, used in 8 different applications and batch scripts.
* Interacted with client in different goes and resolve the issues related to webservices.
* Analyzed the Enet PSSLR, RAP, PFC, OHR, CarRef, SPA Price and claim applications to find the LDAP code and replaced the code with Webservices and with new DAO layer.
* Involved in designing the entire EliteNet Utility tool to provide the solution for new Users db CRUD operations easily.
* Involved in testing strategy (Block box, White Box).

**# Project 1** MM eUnderWriter

* **Client** [Met Life Insurance, USA.](https://www.metlife.com/)
* **Role** JAVA/J2EE Developer
* **Duration** Apr 2010 – Oct 2010
* **Environment** Java, Struts, DB2, RAS (IBM), VSS, and Windows XP.
* **Responsibilities**
* Worked as a team member to design and develop the solutions for the project.
* Involved in Development of CVF modules.
* Implemented and Developed Classes for CVF module to handle the server-side validations and to analyze the overall policy.
* Performed a key role in creating CVF Rules, to validate and analyze the 3rd parties’ data and the Data Entered in ML.com.
* Using RSA to rapidly generate JSPs, Action Forms, and Actions.
* Fixing the Defects that were locking in our module by QA team.