**Anil Kumar Vusikonda**

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Available Immediately

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 **Professional Summary**

* Having around 10 years of IT experience with around 7 years of experience in the Salesforce.com, and 3 years’ experience in Siebel Development.
* Experience working across various SFDC implementations covering Sales Cloud, Service Cloud, Call Center, Chatter App-exchange applications and CPQ product configuration.
* Designed various Custom Objects, Custom Fields, Page Layouts, Custom Tabs and Record Types as per the requirements.
* Proficiency in SFDC Administrative tasks like creating Profiles, Roles, Users, Email Services, Approvals Processes, Workflow Rules, Validation Rules, Reports, Dashboards, Tasks Events.
* Expertise in CRM business processes like Forecasting, Campaign Management, Lead Management, Pipeline Management, Account Management, and Case Management.
* Experience in analyzing business requirements, entity relationships and converting to Salesforce custom objects, Lookup Relationships, Master-Detail Relationships.
* Proficient knowledge of Governor limits. Experience in optimization of existing code in accordance to the governor limits
* Proficient in designing Custom Formula Fields, Roll up summary, Field Dependencies, Field Updates, and Email generation according to application requirements.
* Experience in Administration setup such as manage users and data management, automated Business processes through validation rules and formula fields, Flows and process builders, Workflows and Approval Process, Sharing rules.
* Account Management, Case Management, Quote and Forecasting.
* Excellent functional and technical Knowledge of CRM business processes like Campaign Management, Lead Management.
* Knowledge of Apex Trigger, Apex Class, Apex Test Methods, Visual force Pages, SOQL, SOSL, and Web Services.
* Configured and maintained user security permissions according to organizational needs.
* Involved in data-mapping and migration of data to SalesForce.com Objects and fields.
* Performed Apex asynchronous using Future Methods, Batch Apex, controlling processes with Queueable Apex and Scheduling Jobs using apex scheduler
* Experience in training the internal business users to use the SFDC application.
* Excellent communication and inter-personal skills, technical documentation and reporting skills, accustomed to working in both large and small team environments.
* Ability to effectively communicate technical issues and resolve problems at all levels of the organization both internally and externally.
* Expertise in implementing complex Aura components.
* Proficient knowledge of Governor limits. Experience in optimization of existing code in accordance to the governor limits.
* Expertise in deployment process with change sets & package.xml.
* Leading a TEAM with strong work ethic, a positive attitude and ability to make the best use of individual resources. Committed to excellence
* Have been to onsite locations for requirement elicitation & design discussions.

**Technical Skills:**

Saleforce.com platform, Force.com, Apex Language, CSS, JIRA, HTML, Visual force Lightning Design System, Aura Framework, Lightning App Builder and Lightning Components, Data Loader, Apex Triggers, Reports, Sales cloud, Service Cloud, Email Services, Security Controls, Eclipse IDE Plug-in, Apttus CPQ, SOQL, SOSL, SOAP, REST.

**Certifications**

* Salesforce Certified Administrator
* Salesforce Certified Platform Developer I
* Salesforce Certified Platform Developer II
* Salesforce Certified Business Analyst
* Certified Professional SCRUM Master
* Certified SAFe Agilist

**Professional Experience**

**Project Name : Moody’s Analytics**

**Client : Moody's Investors Service**

**Environment : Force.com, Apex, Visual force, Salesforce CRM.**

**Role : Salesforce.com lead Developer**

**Period : Nov 2021 – Jan 2023**

**Project Description:**

Moody's Analytics is a subsidiary of Moody's Corporation established in 2007 to focus on non-rating activities, separate from Moody's Investors Service. It provides economic research regarding risk, performance and financial modelling, as well as consulting, training and software services. Moody’s Analytics provides financial intelligence and analytical tools to help business leaders make better, faster decisions. Moody's Analytics provides products that applies Moody's ratings scale to credit and equity market price signals so users can identify investment opportunities; They estimates a company's credit default probability based on quantitative factors including market capitalization, equity, volatility and capital structure. The division also provides financial institutions with analytical and risk management software, including its Risk Analyst credit risk management software, which is used to provide analysis of credit data for commercial loans and to calculate risk.

**Responsibilities**

* Understanding and Analyzing the Business Requirements Document.
* Implemented Workflow & validation rules.
* Implemented Public Groups and Sharing rules.
* Created and managed custom objects, fields and formulas.
* Used Apex Data Loader for insert, update, and bulk import or export of data from Salesforce.com subjects.
* Implemented Apex classes, Test classes & Triggers.
* Used SOQL & SOSL to cater to the data manipulation needs of the application.
* Developed Dynamic approval processes (with necessary templates, page layouts and defined approval actions on them) for automation.
* Deployment into client’s environment using Change set.
* Provide extensive approach to improve performance of complex programs and follow the standards to ensure that programs meet the defined business and system needs, and flexible for users from different Business Units

**Project Name : ADP ESI Sales & Service Delivery**

**Client : ADP Pvt. Limited**

**Environment : Force.com, Apex, Visual force, Salesforce CRM.**

**Role : Salesforce.com Admin/Developer**

**Period : June 2014 – Oct 2021**

**Project Description**

Automatic Data processing (ADP) is US based company established in 1949 to focus on Human resource, payroll, tax and benefits administration solutions from a single source. It provides Managed Services, Professional services for multinational companies in the globe. ADP ESI Sales & Service is an initiation to bring 17 business subsidiaries into one single strategic platform to achieve simplification, standardization thus to improve the sales revenue, cross selling & eliminate the contacts per client

**Responsibilities**

* Involved in identifying, planning and implementing new salesforce.com features and functions (new screens, workflow, force.com objects, and reports, apex code) to meet business requirements.
* Performed a key role in building and planning the capabilities of the SFDC team.
* Analyzed and suggested best possible ways out of the box for the stakeholder's requirements in Salesforce
* Created users, roles, public groups and implemented role hierarchies, sharing rules and record level permissions to manage sharing access among different users.
* Created custom Visual force pages using HTML, CSS, JavaScript
* Optimized Visual force pages for Salesforce1 mobile devices
* Worked with Salesforce premier support to sort out technical challenges and governor limits
* Worked on Standard objects like Product, Quotations and Order.
* Created workflow rules and defined related tasks, email alerts, and field updates.
* Created page layouts, search layouts to organize fields, custom links, related lists, and other components on record pages.
* Implemented pick lists, dependent pick lists, lookups, master detail relationships, validation Rules and formula fields to the custom objects.
* Used field level security along with page layouts to manage access to certain fields.
* Integrated the Web Services for extracting the data from external systems to display in the pages of salesforce.com.
* Used Force.com developer toolkit including Apex Classes, Apex Controllers and Apex Triggers to develop custom business logic.
* Developed several custom reports to better assist managers and report folders to provide report accessibility to appropriate personnel
* Customized Salesforce console for Sales by adding custom buttons to the navigation tab
* Used Eclipse Force.com IDE for Deployment.

**Project Name : GE Aviation Hyper mesh Automation Project & GE Capital EMEA**

**Client : General Electric**

**Environment : Siebel.**

**Role : Sr Associate**

**Period : May 2011 – June 2014**

**Project Description**

GE Capital EMEA is the company which provides leasing services across the UK. End to end process, from campaign management to shipment is automated in the Siebel. This is in house application, which is used by sales representatives and Managers who approves the deals.

**Responsibilities**

* Created and customized object definitions in the business object layer, mainly Accounts and Contact management
* Configured joins to establish relationship between tables and the BC.
* Used various extension tables &amp; columns and also extended the tables to meet the client requirements.
* Created static and dynamic pick lists in the process of customizing the application.
* Designed business scenarios using Siebel tools configuration.
* Created workflow processes and workflow policies as per the business functionality.
* Worked on writing Siebel eScript to improve existing functionalities and modifying the eScript as per the new business functionality.

**Education**

* Bachelor of Technology in Information Technology from Vignan’s Engineering College, Guntur.