**Sampath kumar**

⬩ [**Linkedin**](https://in.linkedin.com/in/adit-chopra-86113a19) ⬩ **Email:** [gorigaesampath@gmail.com](mailto:gorigaesampath@gmail.com) ⬩ **Mobile:** +91-8142266579 ⬩ **Current Location:** Hyderabad

**Attaining professional excellence, leverage current knowledge & contributing to the success of an IT organization through Salesforce**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Profile at a glance**

* Over 9.8 years of overall experience with services and products related to HR,Banking,IT & Advisory firm.
* Proficiency in Client Interation which includes end users and business
* Strong problem solving skills.
* Worked with Flexeye, Salesforce.com Pvt Ltd, Oakton and Deloitte for around 3.6,1.3, 2and 3.5 years respectivey as a salesforce developer.
* Experience working across various SFDC implementations covering Sales Cloud, and Service Cloud.
* Worked on Integration between SAP and salesforce using SOAP api and rest api.
* Have good knowledge on workbench, developer console, Eclipse IDE, SOAP UI and ANT migration tool.
* Have good working knowledge in querying salesforce.com database using SOQL & SOSL queries.
* Hands on experience with Apex Trigger, Apex Class and Visual force Pages.
* Experience in wide range of languages and technologies such as Java, JavaScript and CSS.

Having in-depth knowledge on implementing CRM solutions with Salesforce.com and extended Customization.

**Certifications:**

* Saleforce Administrator
* Salesforce Advanced Administrator
* Platform Developer I
* Platform Developer II
* Certified Data Architecture and Management Designer
* Certified Identity and Access Management Designer
* Certified Sharing and Visibility Designer

**Professional EXPERIENCE**

**Company: Deloitte  
Project: Southwest  
Client: Southwest   
Duration: Apr 2019 to till date.  
Roles and Responsibilities**:

* Gather information and perform analysis to help inform decisions on future program direction.
* Contribute on medium to large projects related to design, development, and implementation of SFDC based processes.
* Worked on deployment and versioning using Azure
* Supported business needs with technical design documentation.
* Advise clients on what resources could help them achieve their stated goals, and coordinate meetings with software sales teams to pitch products to them.
* Participate in the training and implementation of new CRM software solutions (including Salesforce), acting as contact between software support teams and clients.

**Company: Deloitte  
Project: United Site Services  
Client: USS   
Duration: Mar 2018 to Apr 2019.  
Roles and Responsibilities**:

* Gathered requirements for end to end life cycle of the project for multiple tools like Apptus CPQ, Service max and Zoura.
* Ensure best-in-class security standards are developed and maintained.
* Frequently interfaces with business lines, including management, and/or internal resources to ensure quality, timeliness, and testing of all project/release
* Implemented the integration between salesforce and zoura.
* Implemented lot of customizations in Apttus CPQ tool.

**Company: Deloitte  
Project: Gilead Notebook Management  
Client: Gilead   
Duration: Nov 2017 to March 2018  
Roles and Responsibilities**:

* Gather information and perform analysis to help inform decisions on future program direction.
* Contribute on medium to large projects related to design, development, and implementation of SFDC based processes.
* Design Screens and Reports leveraging SFDC.
* Worked on process builder and apex trigger to write logic.
* Worked on visualforce pages and lightning component to for custom pages.
* Written workflow rules to send email when an event occurred.
* Worked on validation rules.

**Company: Deloitte  
Project: UTC  
Client: UTC   
Duration: Nov 2016 to Nov 2017  
Roles and Responsibilities**:

* Implemented integration between workday and salesforce using middleware technology.
* Worked on LiveAgent and SSO
* Working within a technical and functional team environment to gather requirements, mapping client’s requirements into SFDC environment, prioritize features, and brainstorm alternative solutions.
* Contribute on medium to large projects related to design, development, and implementation of SFDC based processes.
* User roles, security, profiles, workflow rules.

**Company: Oakton Consulting Technology  
Project: Canon Sales Management  
Client: Canon Australia   
Duration: March 2015 to Nov 2016.  
Roles and Responsibilities**:

* Developed Triggers, controllers, Visualforce pages
* Created Reports and Dashboard
* Working within a technical and functional team environment to gather requirements, mapping client’s requirements into SFDC environment, prioritize features, and brainstorm alternative solutions
* Coordination between onsite and offsite technical resources.
* Worked on integration between SAP and salesforce.
* Worked on integration between Client’s external website with salesforce.

**Company: Salesforce.com Pvt Ltd  
Project: Salesforce developer support  
Client: Salesforce.com PVT Ltd   
Duration: Feb 2014 to March 2015  
Project Overview**:   
**Roles and Responsibilities**:

* Provided support to client in solving the issues over the call. Experience using Eclipse IDE with Force.com plugin environment to implement business logic using apex programming language.
* Resolved 3 developer issues per day and worked on P1 issues.
* Worked on SOQL queries, sample coding based on client requirements, force.com and site.com sites

**Company: Deloitte  
Project: Gilead Notebook Management  
Client: Gilead   
Duration: Nov 2017 to March 2018  
Roles and Responsibilities**:

* Gather information and perform analysis to help inform decisions on future program direction.
* Contribute on medium to large projects related to design, development, and implementation of SFDC based processes.
* Design Screens and Reports leveraging SFDC.
* Worked on process builder and apex trigger to write logic.
* Worked on visualforce pages and lightning component to for custom pages.
* Written workflow rules to send email when an event occurred.
* Worked on validation rules.

**Company: Flexeye IT Services Pvt Ltd  
Project: Hollister Sales Management  
Client: Hollister Incorporated   
Duration: Nov 2013 to Feb 2015.  
Roles and Responsibilities**:

* Worked on Developer Console and Workbench to update custom fields in Accounts by executing Apex code from Anonymous Window
* Batch Apex scheduler for the business logic.
* Wrote test methods with code coverage of at least 80-90% for all the apex classes.
* Performed the roles of Salesforce.com Business Analyst/ Developer and Administrator in the organization.
* User roles, security, profiles, workflow rules.

**Company: Flexeye IT Services Pvt Ltd  
Project: Risk Management System  
Client: Ryder Cup   
Duration: Nov 2012 to Nov 2013.  
Roles and Responsibilities**:

* Prepared the functional specifications, Technical specifications and Release notes as per the client requirement.
* Experience using Eclipse IDE with Force.com plugin environment to implement business logic using apex programming language.
* Involved various enhancements built with the help Apex Triggers.
* Designed various Pages in Visual Force for functional needs within Sales Force by using Standard Controller, Custom Controller and Extensions.
* Worked on the various Reports and Dashboards Customizations along with the Report type’s creation and customization.
* Involved in the Data Imports by using Import Wizard and Apex Data Loader.

**Company: Flexeye IT Services Pvt Ltd  
Project: AAMS  
Client: London Stock Exchange   
Duration: August 2011 to Nov 2012.  
Roles and Responsibilities**:

* Integration between salesforce and SAP system.
* Developed the Page Layouts and Record Types.
* Developed the apex classes and triggers.
* Wrote SOQL and SOSL statements within custom controllers, extensions and triggers.
* Created the Reports and Dashboards.
* Written the test classes for code coverage to deploy in production.
* Performed code review and unit tested the application.

**Education Details**

* B.Tech (CSE) from Jawaharlal Nehru Technological University
* 12th from Sri Chaitanya Junior Kalasala
* SSC from Nagarjuna Modal High School (2004)

**Personal Details**

Date Of Birth : 15th Feb 1989

Gender : Male

Nationality : India