**Kiraneshwar Kotishwar**

**Sr Salesforce/VlocityDeveloper**

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**SUMMARY**

* **Salesforce/Vlocity Developer with 9 Years of Experience** in Salesforce.com CRM platform.
* Experience on **Salesforce/Vlocity/IndustryCPQ/LWC**
* Experience in **SalesCloud and Service Cloud.**
* Experience in **Vlocity IntegrationProcedures,Vlocity DataRaptors,Vlocity Order Management,Vlocity IndustryCPQ.**
* Knowledge on **Vlocity OmniScripts and FlexCards**.
* Expertise in creating Standard and **custom objects, FormulaFields, Relationships, Apex classes, Triggers,Validation Rules, Approval process, Workflows, Process Builder, Batch apex, Integration.**
* Experience in implementing **Security** **and sharing rules** forobject and field level **access** for different users in organization.
* Experience in **IndustryCPQ, configuration of Products, Pricing, Promotions, Order Management, Quote Management, Constraint Rules, and Product Attribute Rules.**
* Experience in Developing the **UI components using Lightning Web Components.**
* Experience in Using **SOAP API and REST API** to integrate with the **External systems.**
* Experience in data import using **Data Loader** tools and **Salesforce Inspector**.
* Experience on Deployments using **ChangeSets,GIT and Copado**.
* Skilled **Agile Developer**.
* Effective defect tracking and reporting to improve communications and reduce delay.
* Strong Analytical, interpersonal skills, ability to interact at various levels and good Communication and presentation skills.

**Technical Skills:**

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| **Salesforce** | Apex Classes, Apex Trigger, Batch Apex, Schedule Apex, Future method, SOQL, DataLoader, Workflow,Approvals, Reports, Process Builder, Custom Objects,Permission sets, Data Loader.io, Custom Setting, Visualforce, Custom Metadata, Rest API In-tegration,Profiles, Sharing Rules,Copado |
| **Vlocity** | Integration Procedure, DataRaptor, Order Management, Orchestration Plan Definition, Orchestration Item Definition, Orchestration Dependency Definition, Orchestration Scenario, Vlocity CPQ, Omniscript, Flex Cards |
| **Programming Languages** | JavaScript ,Apex |
| **Java/web Technologies** | HTML ,CSS |
| **IDE** | Force.com and VS code. |

**Health Care Service Corporation,Chicago,IL Jul 2022 to Present  
Role : Salesforce Vlocity Developer**

**Project Description** : Health Care Service Corporation, a Mutual Legal Reserve Company, offers a wide variety of health and life insurance products and related services, through its operating divisions.We are Developing the Application in order to enroll to the health plan that are provide the services.  
  
**Responsibilities:**

* Develop the Customer application in order to enroll to the available health plans using Vlocity manage package
* Develop the complete end to end guided flow for the both Medicare and retail channels
* Using Vlocity Dataraptors,intergration Procedure to load the extract the data from the Salesforce
* Using Omniscripts and Flexcard for creating the Guided flow of the application for the both the channels in order to enroll to the health plans.
* Creating the end to end complete flow of the particular channels as per the age of the user and store the data into Salesforce.
* Creating the Request Payload for the successful callouts to the external systems using Integration procedures.
* Integration with the external Systems into the Salesforce using Vlocity.
* Used HTML,CSS in Vlocity Cards and console for design of Various Medical Plans based on county Information
* Developing complete UI using LWC components
* Using LWC reusable components for any dynamic rendering on the UI needed using HTML,CSS
* Involved in Story planning sessions and allocate work among the team members
* Interact with the business team on daily basis in order to discuss on the functionality of the application
* Deploying the Developed Components and Code to the Higher Orgs.
* Followed Agile Methodology for the execution of day to day work-related activates

**Environment:** Vlocity,CPQ,Salesforce

**Off Shore Experience:**

**COXCommunications–Wireless,Atlanta,USA May 2021 to June 2022  
Role : Salesforce Vlocity Developer**

**Project Description** : COX Communications is a Tele-Communication Provider where it sells Mobile Devices to the Customers.New Products need to be added in to the Salesforce using Vlocity .We are implementing the Order management flow using vlocity package in Salesforce in this project.

**Responsibilities:**

* Developed Orchestration Plan, Orchestration Item Definitions, Orchestration Scenario, Orchestration Dependency Definition.
* Develop the Complete end to end flow of the Products.
* Create New Products using product console and make sure they are active and getting added on to the CPQ cart.
* Using Vlocity Product Console, create the pricing elements — price lists, pricing plans, time plans and policies,promotions, and discounts.
* Creation of Technical and Commerical product attributes required during product decomposition.
* Orchestration of the Products and creating callouts based on the condition in order to fulfill the order of the product.
* Creating Named Credentials for integrating it with the External Systems for the external callout during the Orchestration.
* Developed Integration Procedure, DataRaptors,OmniScripts and FlexCards
* Implemented Callouts from Orchestration Item Definition, Integration Procedure, DataRaptors.
* Configured Products, Decomposition Relationships.
* Configured Products, Pricing using Product, Price List Item, Price Matrix, Price Matrix Entry objects.
* Configured Promotions and Discounts using Price Rule Set, Price Rule, Price Rule Entry, Search Filters,Contract Generations, Formula Fields, Incentive Limit objects
* Worked on Field mapper,Convert asset to Order or Asset to Quote.
* Worked on Quote-to - Cash process which is used mainly for products.
* Implemented Product Attribute Rules, Constraint Rules, Attribute Value Matrix Entry
* Actively involved with Business analyst to enhance the business processes using Standard and custom objects, formulas, apex classes and triggers, validations, picklists, approval process.
* Executed unit test cases covering all possible scenarios.
* Explored SOAP API tool.
* Used Data Loader for insert, update, and bulk import or export of data from Salesforce.com.
* Provided estimations for user stories in JIRA.
* Deploy the components using COPADO to higher Orgs.

**Environment:** Vlocity,CPQ,OrderManagement,Salesforce

**StateFarm Insurance , Illonios,USA Jan 2018 to May 2021**

**Role : Salesforce Vlocity Developer**

**Project Description :** State Farm Insurance is a large group of mutual insurance companies.This project is to develop the new UI using vlocity and integrate with the Salesforce where all the information regarding the customer along with the policy details.Email need to be sent to customer and reminder for renewal need to given before and ahead of the policy expiration.Indication need to be provided to the agent on the layout.

**Responsibilities:**

* Build the reusable UI Components as per the customer requirement using Lightning component frame work.
* Worked on Creating Omniscripts along with Integration Procedures and its input action components.
* Developed and Design of Integration Procedure,DataRaptors,Flex Cards
* Designed and implemented front end functionalities Using Vlocity Datraptors,Cards,and Omniscripts.
* Enhance UI using CSS,HTML for front end using Omniscripts and Vlocity Custom Templates.
* Created multiple Components added CSS,Design Parameters that makes the Lightning components look and feel better.
* Created the modern Enterprise lightning Apps Combining Lightning Design System,Lightning component features.
* Integrate the Component with the external API and display the Data.
* Used SOQL and SOSL for Data Manipulation needs of the application using platform database Objects
* Used SOQL and SOSL statements within governor limits for data manipulation.
* Developed various custom objects and Tabs and validation Rules.
* Involved in migrating data into Salesforce application using Apex Data Loader through CSV files.
* Writing test classes and checking the code by having different profiles in these classes and making sure we are covering more than 75% line in apex classes before pushing them into production.
* Creating test plans and test data preparation for system integration and UAT testing.
* Used the sandbox for testing and migrating code to the deployment instance after testing.
* Deploy the components using GIT to higher Orgs.
* Followed scrum Agile methodology for the iterative development of the application.

**Environment :**Slaesforce,Vlocity,LWC

**GE Appliances, Louisville, USA Feb 2015 to Jan 2018**

**Role : Salesforce Admin/Developer**

**Project Description :**GE Appliances is an home appliance manufacturer is using Salesforce platform to maintain all the customer and sales data.Store all the enquiry and the order details of the product i.,e Warranty,Previous service details.Implementing the process to update the service location once the unique product Id is entered by the Service agent along with the product details.

**Responsibilities:**

* Created Apex Class, Validation Rules, Formula Fields, Custom Objects, Custom Fields, Custom Setting.
* Worked on Integration Services and Web Services.
* Created Apex Triggers for various functional needs in the application.
* Implemented Security and Sharing rules for object field level access for different user in organization.
* Involved in system integration Using Callouts,Triggers.
* Supported functional testing and performance testing.
* Developed Test cases and Performing UI testing,Functionality testing.
* Worked on various Salesforce.com Standard objects like Accounts, Opportunities, Leads, and Reports.
* Designed and developed the Custom objects, Custom tabs, validation rules,
* Created Workflow Rules Email Alerts, Page layouts, Components, Visual Force Pages to the needs of the application.
* Interacted with clients to discuss functional requirements and business needs.
* Imported Accounts and Contacts data through Import Wizard.
* Imported bulk data using Data loader.

**Environment :**Salesforce,Force.Com

**Blue Cross Blue Shield Association,Chicago,USA Sept 2012 to Jan 2015**

**Role : Salesforce Admin**

**Project Description :**BCBS is a million-dollar business serving many customers across the globe, is using Salesforce platform to maintain its huge insurance business. They use various standard features of Salesforce like lead management, case management and ensure quick solutions to customer as well as business growth.

**Responsibilities:**

* Worked as Salesforce admin support governing user account creation, personal information setup, password reset, Roles & Profile creation, user group creation, updating company profile, Network access setup.
* Maintaining and modifying user Roles and Profiles, Security controls and shared settings as per requirement.
* Created pick lists, dependent pick lists, record types, formula fields.
* Created and modified reports, dashboards and email templates.
* Involved in security levels and privileges by customizing Salesforce.com Profiles and Roles.
* Created links, custom buttons and page layouts for complex business requirements.
* Worked on Designing of Custom Reports, Report folders, Report extractions to various formats, generated dashboards as per client and application requirements.
* Worked with the development team to design and deploy custom objects, validation rules on the objects and tabs, Page layouts, Custom tabs, Components, lookup and master-detail relationships on the objects.
* Involved in SFDC application setup and customization to match the functional needs of the Company
* Involved in setting up field level access for each custom object created based on the user’s role within the organization.
* Developed various Custom objects, Tabs, Entity-Relationship data model, validation rules, Components.
* Involved in the Data Transformation and Data Cleaning activities while transferring the data to the external system using Informatics on Demand.
* Defined lookup and master-detail relationships on the objects and created junction objects to establish connectivity among objects.
* Involved in field & page layout customization for the standard objects like Account, Contact, and Leads.
* Created workflow rules and defined related tasks, time triggered tasks, email alerts, filed updates to implement business logic.
* Defined lookup and master-detail relationships on the objects and created junction objects to establish connectivity among objects.
* Involved in security levels and privileges by customizing Salesforce.com Profiles and Roles.
* Involved in customizing custom objects, tabs, fields, page layout as per the business need.
* Integrated Email with Salesforce.com for mass E-mail management and designed various custom E-mail templates.
* Maintained user roles, security, profiles, and workflow rules wherever necessary.
* Used Data Loader for all data inserting, updating, and deleting, exporting data.

**Environment :** Salesforce,Force.Com

**Salesforce Certifications:**

* Salesforce Certified Administrator
* Salesforce Certified Platform Developer
* Salesforce Certified Platform App Builder
* Vlocity OmniStudio Developer
* Vlocity Certified Industry CPQ
* Copado Fundamentals I