

VARUN KONDA

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# SUMMARY



* 8 Years of experience in the **Salesforce.com CRM, Force.com Platform** Senior Developer and Senior Administrator. Implemented Salesforce.com CRM full lifecycle using **Sales cloud, Service Cloud**.
* 6 Years of experience in Salesforce CPQ, OM, CLM, Lead-Cash life cycles in Salesforce CPQ and 3 years extensively on Vlocity CPQ.
* Implemented declarative programming using **Formula Fields, Validation Rules, Workflow Rules, Approvals and Actions like Email Alerts, Field Updates, Tasks and**

# Outbound Message.

* Worked with Vlocity Architects to create DataRaptors, Omniscripts to design and implement scenarios helping in guided selling.
* Worked extensively with Technical and Solution Architects in Design and POC’s related to

**CPQ** Setup and entire **Lead to Cash** lifecycle.

# Strong experience in creating Custom Apps, Custom Objects, Custom Fields, Applying Sharing Rules, Page Layouts, Search Layouts, Related List and Field Dependencies, Custom buttons.

* Implemented Vlocity Integration Procedures to accomplish required business process structure on multiple use cases.
* Developed **Lightning Aura Components** and **Lightning Web Components** for functional requirements that were explicitly being used by LEX users.
* Experienced in creating Vlocity Cards and Templates to match the requirements for given UI/UX.
* Strong Experience in Salesforce security setup using **Profiles, Permission Sets, OWD, Role Hierarchy and Sharing Rules.**
* Developed Vlocity Calculation Matrices to derive custom pricing for CPQ Products.
* Expertise in development and customizations of Salesforce.com applications using **Process Builders and Visual Flows, Page Layouts, Workflows, Approval Process, Sharing Rules, Custom Buttons & links**.
* Customized and designed the Vlocity CPQ Cart model for discounted pricing waterfall and implemented Product Discounts and custom discounts as per the requirements.
* Developed and worked on the designs of converting Code to Clicks that involved conversion of Classes and Triggers into Process Builders and Visual Flows.
* Experience in writing queries using **SOQL** and **SOSL** in Apex Classes and Triggers.
* Good understanding of Salesforce Governor limits and experience in overcoming limitations in **Apex classes, Triggers, SOQL and Batch classes.**
* Worked in an Agile SAFE Environment and with Teams both sized small and large.
* **Excellent communication** and **inter-personal skills**; accustomed to working in both large and small team environments.

# PROFESSIONAL EXPERIENCE

**Senior Software Engineer - Salesforce** | 2017 – Present **Cox Automotive [GA]**

# Responsibilities:

* + Performed the roles of Senior Salesforce.com Developer in the organization.
  + Interacted with business users for requirements, analysis, design and development.
  + Worked in agile methodology Process and Sprint System, supporting 5000+ users from different environments.
  + Worked extensively on Salesforce CPQ and Vlocity CPQ and implemented both for different Orgs.
  + Constructed junction objects and enabled various progressive fields like Validation Rules, Field Dependencies, Custom Formula Fields, Workflows, profiles, Picklist, Field Updates, Email Generation and Approval Processes for automated alerts.
  + Implemented Vlocity CPQ for setting up Product Availability Rules, Products Eligibility Rules, Pricing Rules.
  + Was a part of development project where we wanted to implement Salesforce best practices and also replacing Code with Configuration.
  + Worked on Converting VF Pages to Lightning Components.
  + Developed Calculation Matrices to provide tailored pricing for products.
  + Managed multiple instances CPQ processes and flows simultaneously.
  + Implemented complex design Visual Flows with error handling which allowed replacing Technical Debt from our Organization easily.
  + Developed Lightning Components for Quick Actions and Tabs to migrate all Objects to Lightning.
  + Developed Apex Classes, Controller Classes and Apex Triggers for various functional needs in the application.
  + Designed Visualforce pages with Controller Classes, Java Script, CSS and AJAX functionality.
  + Developed custom Price Books and products application and customized Products and Price Book using Visualforce page and custom controller.
  + Used data loader for Insert, Update, and Bulk Import or Export of data to/from Salesforce.com.
  + Developed web services using Salesforce.com Web services API to provide data for third party clients.

**Environment**: Saleforce.com CRM, Process Builder, VisualFlows, Apex Class, Trigger, Visualforce, Sales Cloud, CPQ, SOQL, Custom Objects, Custom Tabs, Workflow & Approvals, Reports, Security Controls, Eclipse IDE, Mavensmate, WSDL, REST, Test Classes, Windows XP.

**Software Developer** | 2015 – 2017 **Amerisoft Corporation [MI]**

# Responsibilities:

* + Written Apex Triggers and Classes for the Standard and Custom objects and written SOQL, SOSL queries to fetch the data from the Salesforce schema.
  + Created Apex Test Classes for unit testing Apex classes, Trigger, Web Services and Batch class.
  + Setup and introduce CPQ to Business and weigh in the Pro’s and Con’s of it vs Custom.
  + Generate Email Templates and also have knowledge in bulk emailing users.
  + Delivered support for continuing Salesforce.com maintenance and additional administration services including workflow, approvals, process builder flows and periodic data cleansing.
  + Advanced the Apex Triggers to safeguard the correct data entries in to the system.
  + Created Tabs, Sharing Rules and Custom Objects as per the business needs.
  + Shaped Dashboards and Reports as per the business needs.
  + Implemented the developments of Custom Objects, Workflows, Triggers, Reports and Fields into the test and prod boxes to Sync with them.

**Environment:** Saleforce.com CRM, Reports, Security Controls, Eclipse IDE, Mavensmate, WSDL, REST, Test Classes.

**Salesforce Administrator/Developer** | 2014 – 2015 **Comcast [NJ]**

# Responsibilities:

* + Setting Salesforce.com Application setup and customized the apps to meet organizational requirements.
  + Implemented custom validation rules, roll-up summary fields, formulas fields, assignment rules, escalation and sharing rules for the application.
  + Designed Account Management, Lead Management, Opportunity Management and Case Management.
  + Worked on both standard and custom versions of CPQ on a day to day basis.
  + Used Force.com IDE for development for Visualforce Pages, Apex classes, Triggers and debugging and analyzing logs.
  + Developed Workflow rules, Workflow Approvals, email alerts and field updates for business process.
  + Developed Custom Objects, Custom Reports and configured the Analytic Snapshots to dump the data on regular basis for the sales performance and Lead generation statistics.
  + Developed Apex Batch, Scheduled classes by implementing Batch, Schedulable interfaces to process large volumes of data.

**Environment**: Salesforce.com, Apex, Visualforce, Workflows, Approval Process, Controllers, WSDL, SOAP, REST, Web services, Batch, Schedule classes, Sandbox, Data loader, Java Script, HTML, CSS, Eclipse Force.com IDE, J2EE, Windows XP.

**Salesforce Administrator** | 2007 – 2012 **E-spark Technologies [India]**

# Responsibilities:

* + - Performed the roles of Salesforce.com Developer and Admin in the organization.
    - Setting.com Application setup and customized the apps to meet organizational requirements.
    - Designed Account Management, Lead Management, Opportunity Management and Case Management.
    - Implemented custom validation rules, roll-up summary fields, profiles, permission set, formulas fields, assignment rules, escalation and sharing rules for the application.
    - Involved in Salesforce.com application declarative activities like creating Users, Roles, Profiles, Permission set, Sharing rules, Field-level security and Page Layouts.
    - Implemented minor enhancements on standard objects including Campaigns, Leads, Accounts, Contacts, Opportunities, and Activities.
    - Involved in data migration tasks for moving data from different business sources into Salesforce.com.
    - Load/Manage the data using Apex Data Loader and Excel Connector.

**Environment**: Salesforce.com, Apex, Visualforce, Workflows, Approval Process, Controllers, WSDL, Web services, Batch, Schedule classes, Sandbox, Data loader, CSS, Eclipse Force.com IDE, Windows XP.

# EDUCATION

**M.S. in Engineering** (GPA: 3.5) | San Jose State University, California, USA.

**B.S. in Engineering** (GPA: 3.8) | Jawaharlal Nehru Technological University, India

# CERTIFICATIONS

Salesforce Certified Administrator Salesforce Certified Advanced Administrator Salesforce Certified Platform Developer -I Salesforce Certified Platform Developer -II

Salesforce Certified Platform App Builder Salesforce Certified Sales Cloud Consultant

Vlocity Certified Developer Vlocity Certified CPQ Administrator

Mulesoft Certified Administrator – Integration and API Associate