



UPPU SAIKIRAN

Salesforce Consultant

I am an individual with over 4 + years of experience in Salesforce Ecosystem. A skilled communicator with ability to make personal connections with clients. Experience with implementing Salesforce Lightning and Force.Com Applications for a wide range of Industries. Responsible for Configuration,Customization,Data Analysis and Project Management.



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📍 Hyderabad

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WORK EXPERIENCE

Salesforce Consultant Softsensor.ai

11/2020 - Present

Pune

Software Engineer Coserve Software Solutions

08/2018 - 10/2020

Hyderabad

Subsidiary of coMakelT Software Pvt. Ltd.

PROJECTS

Asset & Capital Management Industry - USA (06/2021 - Present)

- Applications: Pardot, Sales, Service and Experience Cloud.
- Working on Business Transformations, POC, Community Portal, Case Management Gap Analysis, Cross Functional Interactions and Contract Management.

Restaurant & Digital Ordering Industry - USA (11/2020 - Present)

- Applications: Sales, Service, FSL and Salesforce CPQ.
- Working on Design Prototypes, Health Check, Opportunity, Case, CPQ Quote Management, Configurations and Customization in Installed Packages.
- Team Size : 6 Users : 200.

Flooring & Textile Manufacturing Industry-India (10/2019 - 10/2020)

- Applications: Pardot, Sales, Service, Community and FSL.
- Worked on CEO Reports & Dashboards, Process Builders, Flows, Lightning Components, Custom Objects, User Workshops and Appexchange Applications.
- Team Size : 10 Users : 350.

Construction & Machinery- India (06/2019 - 10/2019)

- Applications : Implementation, Customization of Compliance Quest (EQMS) and Salesforce Community Cloud.
- Worked on gathering Business Requirements, Email Alerts, Process Builder, Partner Users, Apex Classes, Data Loader and Deployment Using Changesets.
- Team Size: 10, Users: 500.

E-Commerce Industry - India (04/2019 - 06/2019)

- Application: Implementation and Customization of Compliance Quest (EQMS).
- Worked on Data Migration Strategies, Custom Notifications & Visualforce pages.
- Team Size: 5, Users: 80.

Space Industrial Safety Technology - UK (12/2018 - 03/2019)

- Application : Sales Cloud.
- Worked on Org Merge Considerations, Custom Object for Opportunity, Validations, Layouts, Workflow Actions, Apex Triggers & Approval Process.
- Team Size: 7, Users: 150.

Pharma Industry - Thailand (08/2018 - 12/2018)

- Application : Implementation and Customization of Root Stock (ERP).
- Worked on User Creation, Fields, Profiles, Permission Sets, Relationships & Reports.
- Team Size: 10, Users: 100.

EDUCATION

B. Tech (E.C.E.)

Joginpally Bhaskar Rao Engineering College

2014 - 2018

Hyderabad

SKILLS

Salesforce Administrator	●	●	●	●	●
Salesforce Developer	●	●	●	○	○
Sales Cloud	●	●	●	●	○
Salesforce CPQ	●	●	●	●	○
Service Cloud	●	●	●	○	○
Field Service Lightning	●	●	●	○	○
Experience Cloud	●	●	●	●	○
Pardot	●	●	●	○	○
Deployment	●	●	●	●	●
Data Loader	●	●	●	●	●
User Training	●	●	●	●	●

TECHNICAL SKILLS

Apex, HTML, CSS and SQL

Tools: Jira, Lucid Charts, DataLoader & Workbench

Force.Com Applications :

Rootstock ERP & Compliance Quest

LANGUAGES

English	●	●	●	●	●
Telugu	●	●	●	●	●
Hindi	●	●	●	●	○

INTERESTS

Einstein Analytics	Marketing Cloud	
Manufacturing Cloud	CPQ	Integrations
Financial Cloud	Salesforce DX	Tableau