

Yaragorla Ramanjaneyulu



About Me



8 Years of Experience



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Senior Salesforce Developer

I am Ramanjaneyulu working on the Salesforce Platform since 2015 as a Salesforce CRM Technical Lead in Dhruvsoft Services Private Limited. Have experience in Salesforce admin functionality and development. Have very good expertise in Data Migration.



Professional Summary

- 8 years of experience in Salesforce.com CRM includes Administration, Configuration, Implementation, Development and Support Services.
- Experienced in developing User Interface, Record Types, Page Layouts, Compact Layouts, Search Layouts, Tabs, Custom fields, Custom objects, Validation Rules, Formulas.
- Have implemented many Visual Force Email templates for several non-profit organizations.
- Experienced in Custom Settings, Custom Labels and Field Sets.
- Expertise in administrative tasks such as User management, Creating Profiles, Role Hierarchy, Public Groups, Sharing Rules, Force.com sites, Permission Sets, OWD, Work Flows, Process builders, Standard Approval Process Custom Report Types, Reports and Dashboards.
- Hands-on experience in writing Triggers, Apex Classes, VF Pages, Aura Components.

- Written Batch apex, Schedule apex classes by implementing Batchable and Schedulable interfaces for processing Mailchimp activities and Bulk deletion of records in the Org.
- Experienced in writing Test Methods for Apex Classes, Triggers and writing SOQL and SOSL queries.
- Used data migration tools such as Data Loader, Data loader i.o
- Worked on Migration tools like Visual Studio Code and Change Sets.
- Worked on developing UI which is responsive for Salesforce 1 mobile app.
- Good exposure in all phases of Business Flow, Gathering Requirements as a business analyst, Development, Support and Maintenance of Salesforce Development, Testing, Deployment and Data Migration.



Technical Skills

- **Salesforce CRM** Apex Classes, Triggers, Aura Components.
- **Salesforce CRM Tools** Visual Studio Code, Apex Data Loader, Workbench
- **Salesforce Add-On's** Mail Chimp & Twilio
- **Integrations** XCEED Integration, Google Cloud Platform (GCP)
- **Project Management Tools** Jira



Project Experience

Project –I

Title	Dr Reddy's Pharma – Global Tender Management
Period	January 2023 – Till date
Role	Team Lead

Project Summary

- Dr Reddy's Pharma is a leading Pharmaceuticals across the globe. They are using Salesforce for tracking Tenders.

Roles and Responsibilities

- Involved in requirement gathering, analyzing and designing the Salesforce Schema according to the business flow.
- Created Custom Objects, Fields, Workflows, Processes, Custom Sales Path.
- Developing Apex Classes, Apex Triggers, Lightning Components.
- Attending daily standup's and gathering the enhancement by discussing with Tender Team.
- Writing Apex Test classes and deploying the code to production.
- Maintaining Project plan, Documents for Tender Team.

Project –II

Title	Dr Reddy's Pharma – F2A (Filing to Approval)
Period	December 2021 – Till date
Role	Salesforce Developer & Team Lead

Project Summary

- Dr Reddy's Pharma is a leading Pharmaceuticals across the globe. They are using Salesforce for tracking their F2A (Fillings).

Roles and Responsibilities

- Involved in requirement gathering, analyzing and designing the Salesforce Schema according to the business flow.
- Created Custom Objects, Fields, Workflows, Processes, Custom Sales Path.
- Developing Apex Classes, Apex Triggers, Lightning Components.
- Attending daily standup's and gathering the enhancement by discussing with F2A Team.
- Writing Apex Test classes and deploying the code to production.
- Maintaining Project plan, Documents for F2A Team.

Project –III

Title	Dr Reddy's Pharma - API +
Period	January 2021 – November 2021
Role	Salesforce Developer & Team Lead

Project Summary

- Dr Reddy's Pharma is a leading Pharmaceuticals across the globe. They are using Salesforce for tracking their API + (Active Product Ingredient +) Opportunities for Sales and API + Team.

Roles and Responsibilities

- Involved in requirement gathering, analyzing and designing the Salesforce Schema according the business flow.
- Created Custom Objects, Fields, Workflows, Processes, Custom Sales Path.
- Developing Apex Classes, Apex Triggers, Lightning Components.
- Attending daily standup's and gathering the enhancement by discussing with API+ Team.
- Writing Apex Test classes and deploying the code to production.
- Imported Legacy data from SAP system to Salesforce system, Created Reports, Custom Reports and Dashboards for overall Opportunities Overview.
- Maintaining Project plan, Documents for API+ Team.

Project –IV

Title	Dr Reddy's Pharma - PQT
Period	March 2020 – Till date
Role	Salesforce Developer & Team Lead

Project Summary

- Dr Reddy's Pharma is a leading Pharmaceuticals across the globe. They are using Salesforce for tracking their Pricing Quotation Tool (PQT) for Sales.

Roles and Responsibilities

- Involved in requirement gathering, analyzing and designing the Salesforce Schema according to the business flow.
- Created Custom Objects, Fields, Workflows, Processes, Custom Sales Path.
- Build Custom Price Book, Price Book Entries and Quotation.
- Build Level - 1, Level – 2, Level – 3 approvals based on User Approval Matrix.
- Build XCEED Integration.
- Developing Apex Classes, Apex Triggers, Lightning Components and Visualforce Templates.
- Attending daily standup's and gathering the enhancement by discussing with PQT Team.
- Writing Apex Test classes and deploying the code to production.
- Created Reports, Custom Reports and Dashboards.
- Maintaining Project plan, Documents for PQT Team.

Project -V

Title	Thinkster Math
Period	August 2019 – February 2020
Role	Salesforce Developer

Project Summary

- Thinkster is a tablet-based maths learning programme that combines world-class curriculum with personalization from real, experienced teachers and groundbreaking artificial intelligence.
- It has rapidly become the world leader in personalized, computer-based math tutoring using digital analytics, patent-pending Active Replay Technology.
- Learning program provides personal attention from a dedicated tutor and is specifically tailored to every child's unique learning needs.
- It provides tutoring services on different platforms web, tablets, and mobile phones for K - 8 Students in various countries.
- It is a smart, focused new option for students who want to accelerate their progress in math.
- It is helping thousands of customers in 30+ countries

Roles and Responsibilities

- Involved in requirement gathering, analyzing and designing the Salesforce Schema according to the business flow.
- Created Custom Objects, Fields, Workflows and Processes.
- Developing Apex Classes, Apex Triggers, Lightning Components.
- Attending daily standup's and gathering the enhancement by discussing with Thinkster Team.
- Writing Apex Test classes and deploying the code to production.
- Done Email to Case setup.
- Done Integration between Salesforce and JotForms.
- Done Integration between Salesforce and Twilio
- Build Complex Reports and Dashboards.
- Maintaining Project plan, Documents for Thinkster.

Project –VI

Title	Sri Arunodayam Charitable Trust
Period	December 2018 – July 2019
Role	Salesforce Developer

Project Summary

- Sri Arunodayam uses the Salesforce system to track the donations, In-kind gifts, government funds and beneficiaries (children) information. Implemented Nonprofit Success Pack (NPSP). This project is delivered with all functionalities which are useful to a non-profit organization.

Roles and Responsibilities

- Understanding complex requirements of a project and designing the document with Requirements.
- Created custom objects, custom fields, record types, roll up formula fields, workflow rules, validation rules, reports and dashboards.
- Developing Apex Classes and Visualforce Pages.
- Written Apex Trigger to create meals records when a donor donates meals.
- Written Controller classes by keeping in mind SFDC governor limits.

- Achieving Code Converge more than 75% for test classes and maintaining the same at the time of enhancements and Preparation of Unit Test Plans.
- Involved in the Deployment of Code from Sandbox to Production using Change sets.

Project –VII

Title	Betra Medical
Period	June 2018 – November 2018
Role	Salesforce Developer & Team Lead

Project Summary

- Betra Medicals is a medium-scale Pharmaceuticals owned by a London based Client.
- It is using Salesforce to maintain their inventory of medicines they sell to agents, distributors, customers, doctors, maintain their Sales Order life cycle, generate and store invoices of several Sales Orders.

Roles and Responsibilities

- Analyzed requirements which are given by the client and customized the org accordingly.
- Built the planned, implemented the invoicing, tested and deployed to production.
- Created reports with different report types as per the customer requirement.
- Created Workflow rules and defined related tasks, Time Triggered tasks, Email alerts, Field Updates to implement business logic. Writing Apex Test classes and deploying the code to production.
- Have migrated large amount Sales Order and Line Items data from the legacy software they have been using before they jump into Salesforce

Project –VIII

Title	Keller Williams Realty
Period	September 2016 – May 2018
Role	Salesforce Developer & Team Lead

Project Summary

- Keller Williams Realty, Inc. is powered by a mission to help real estate agents build careers worth having, businesses worth owning, lives worth living, experiences worth giving, and legacies worth leaving.
- It is using Salesforce to store Customer, Coaches and Events Information.
- Customers will register for Master and Breakthrough programs through Chargify.
- Coaches will give training to Customers. Coaches will get Pay/Commission based on session taken to their Customers.

Roles and Responsibilities

- Involved in requirement gathering, analyzing and designing the Salesforce Schema according to the business flow.
- Created Custom Objects, Fields, Workflows and Processes.
- Developing Apex Classes, Apex Triggers and Visual force Pages.
- Build Coach Pay logic myself and it is crucial part of the project.
- Attending daily standup's and gathering the enhancement by discussing with API+ Team.
- Writing Apex Test classes and deploying the code to production.
- Imported Legacy data, Created Reports, Custom Reports and Dashboards.
- Maintaining Project plan, Documents for KW Team.

Project –IX

Title	Dhruvsoft – Constituency Management App
Period	June 2015 – August 2016
Role	Salesforce Developer

Project Summary

- In an election from ward level and up to country the constituent can be tracked and targeted.
- Users should be able to track Organization, Office Bearers, Contacts (Use Accounts and Contacts for this)
- Users should be able to Track Electoral States, Districts, Constituency, Ward and Booth
- For each ward they should be able to track the Key information such as
 - Demographics

- Male / Female
- Age Groups
- Religious orientation
- Community
- The information from Booth level has to roll up to higher levels to Ward, State Constituency, State, Central Constituency, Country
- Graphical information should be presented for users on the pages
- At the ward level requests can be placed for
 - Campaign Material
 - Campaigner
 - Funds
- At the ward level functionaries can be registered
- At the ward level Volunteers can be registered
- Email and SMS can be sent different stakeholders at various levels
- Track Funds collected at the ward level and roll them up

Roles and Responsibilities

- Involved in requirement gathering, analyzing and designing the Salesforce Schema according to the business flow.
- Created Custom Objects, Fields, Workflows, Processes
- Developing Apex Classes, Apex Triggers and Visual force pages.

Declaration

I, ramanjaneyulu, hereby declare that the information provided above is true and absolutely correct with my knowledge and experience.