**Rahman Qureshi**

**Salesforce Developer**

[rahmansalesforce99@gmail.com](mailto:rahmansalesforce99@gmail.com) | **703-957-8281**

**PROFESSIONAL SUMMARY:**

* Over 7+ Years of IT experience that includes over 5+ years of experience in Salesforce.com CRM Platform and Apex technologies and around 3 years of experience with Java/J2EE
* Excellent working experience with Salesforce developer toolkit (Apex, Visualforce, force.com IDE, SOQL and WebServices/ Metadata API).
* Excellent knowledge on Apex development in creating Triggers, Apex Classes, Standard Controllers, Custom Controllers and Controller Extensions.
* Integrated Salesforce with external systems using both inbound and outbound using SOAP & REST apex web service classes.
* Extensive work experience in defining and managing custom Objects, Creating page layouts, designing of custom fields, role based page layouts, custom Tabs, custom reports, report extractions to various formats and various other components as per the client and application requirements.
* Experience in working with Eclipse IDE with Force.com Plug-in and Mavens Mate environment for writing Business logic in Apex Programming Language.
* Proficient in administrating the organizational setup using Salesforce administration.
* Good experience in working with Cloud computing / Saas technologies.
* Experience in designing junction objects and implemented various advanced fields like Pick list, Custom Formula Fields, Field Dependencies, Validation Rules, Work Flows, and Approval Processes for automated alerts, field updates, and Email generation according to application requirements.
* Experience in implementing security and sharing rules at object, field, and record level for different users at different levels of organization. Also created various profiles and configured the permissions based on the organizational hierarchy.
* Working knowledge on ETL tools like Informatica Power center , SSIS and Reporting tools like OBIEE
* Excellent Working knowledge on web 3.0 technologies like JavaScript, JQuery, Angular Js , HTML5 and CSS 3.0
* Worked on Apttus CPQ configuration and integration
* Good understanding of Salesforce.com Governor Limits with an ability to optimize code to respect those limits.
* Experience in the Product data management for controlling and tracking the records.
* Had experience with the CRM integration for the data entry and engaging them.
* Experience with Apttus CPQ to oversee design, estimating, citing, rebates, motivating forces, and recommendations on any gadget.
* Proficient in Data Migration from Traditional Apps to Salesforce Using Data Loader Utility.
* Experience in designing skills with E-R Diagram and UML Diagrams.
* Working experience on tools like fisheye for reviewing the code, sensei for sprint retrospection and planning poker for estimating the story points.
* Extensive experience in developing enterprise applications using Java technologies such as JSP, Servlets, SpringMVC, XML, JDBC and CSS.
* Good exposure to RDBMS, SQL and PL/SQL, writing SQL scripts for efficient report generation.
* Great involvement in creating Salesforce Lightning Apps, Components, Controllers and Events.
* Altered existing Visual force to adjust to Salesforce new Lightning UI encounter.
* Customer centric with effective interpersonal, organizational and problem solving skills.

**Technical Skills:**

|  |  |
| --- | --- |
| **Salesforce Technologies** | Apex Language, Apex Trigger, Apex Scheduler, Batch Apex, Apex Class & Apex Web Service, Partner WSDL & Enterprise WSDL, Visual Force (Page, Component & Controllers) and S-Control. |
| **Custom Integration** | Outbound Messages, Workflow & Approvals, Field updates, Reports, Custom Objects , Custom settings, Custom labels and Tabs, Email Services, Role Hierarchy, Dashboards, Security Controls, AppExchange Package & Custom Application and Sandbox data loading. |
| **Force.com tools** | Apex Data loader, Force.com Apex Explorer, AJAX tool kit, Force.com Migration Tool, Force.com Excel connector and Force.com Eclipse IDE Plug-in. |
| **Platforms** | UNIX and Windows (NT, 2000, XP). |
| **Database** | SOQL, MS SQL Server 2000/7.0 and MySQL. |
| **Tools** | MS Visual Source Safe, HTML Dream weaver and Microsoft Project 2000 and Sub Version, MS Visio, Silverlight,Github, Jenkin |

**PROFESSIONAL EXPERIENCE:**

**Client: Sysco Foods, Houston, TX Apr 2018 – Till Date**

**Role : Sr Salesforce Developer/Admin**

**Responsibilities:**

* Involved in all stages of the Salesforce development projects (i.e. definition, development, deployment) Worked with the business user group in the grooming sessions in gathering the planning and implementation.
* Designed, and developed Apex Classes, Controller Classes, extensions, and Apex Triggers for various functional needs in the application.
* Thorough understanding of SOQL & SOSL with consideration to Governor Limits for data manipulation needs of the application.
* Designed, developed and deployed Custom objects consisting of validation rules with effective formula fields, Workflow Rules if the necessary criteria are met to suit the needs of the application.
* Strong knowledge of Agile Software development methodologies, design, and architectural patterns.
* Processed sales quotes and RMA requests in Salesforce and ERP system.
* Integrated ERP systems built around Salesforce, which functions as the core component. Rootstock, for example, provides ERP and material requirements planning (MRP) modules that communicate and sync directly with Salesforce.
* Implemented maintainable design and code using standard practices and tools.
* Integrating Tool Apex Data Loader and Informatica On-Demand.
* Part of team tasked with migration from Salesforce Classic to Lightning.
* Experience with Lightning App Builder, Lightning components and Lightning Design System.
* Packaged and Deployed customizations from Sandbox to other environments using Force.com IDE's.
* Utilized workbench and development console to the full extent to support business processes.
* Implemented the requirements on Force.com platform and Force.com IDE Plug-in using Eclipse.
* Defined Org wide default to restrict access from users and Created Data Validation rules and Formulas as per business requirement.
* Good with Configure Price Quote (APTTUS-CPQ) Product and Pricing, also understand configuration settings as they relate to business requirements, also good with standard Quote/Proposal creation process.
* Integrating on premise Mainframe Case, CPQ and reporting systems with Salesforce REST APIs.
* Customized Page layouts for Standard/Custom objects and assigned Record Types.
* Worked with various salesforce.com Standard objects like Accounts, Contacts, Leads, Cases, Campaigns, Reports, and Dashboards.
* Investigate new CRM technologies/AppExchange apps to meet current and future needs and analyze current technology with respect to product strategies.
* Designed various pages in Visual Force for capturing various customer enquiries and Implemented logic for migrating cases to different queues based on the type of customer enquiry.
* Developed Lightning Components and Lightning Apps to provide better and more interactive interfaces to end users, which help in sales enhancements
* Added Lightning Component to Lightning Pages and Record Pages.
* Worked on Apttus Advanced Workflow approvals, Apttus order management, created agreement wizards, validation rules and contract templates.
* Expertise in aura framework, Lightning Components and Salesforce Lightning Design System (SLDS).
* Created Aura based Components, Attributes, and Controllers which can be compatible to access through Lightning App builder.
* Implemented SFDC Integration using REST/SOAP Web Service API'S.
* Implemented in Pricing Configuration and Product Configuration into Apttus CPQ using Salesforce Principles.
* Integrated the SOAP/REST API based Web Services on Demand for extracting the data from external systems.
* Created and used Email templates in HTML, Custom and Visual Force format.
* Integrated the Web Services by generating the necessary stubs from the WSDL files for extracting the data from the homegrown applications by using the homegrown web services.
* Created Workflow Rules to automate Tasks, Email Alerts, Field Updates, time-dependent actions.
* Created Reports and Dashboards to track Opportunity pipeline/Stages for Management visibility.
* Responsible for activities related to configuring Data Loader, uploading data in CSV files into salesforce.com, checking for the correctness of the data.
* Created new User Accounts and assigned Profiles as per their role in role hierarchy.
* Perform SFDC Administrative tasks like creating/modifying Profiles, Roles, Users, Page Layouts, Email Services, Workflows, Approval Processes, Reports and Dashboards.
* Work closely with QA to review test plans and test cases.

**Environment:** Saleforce.com platform, Apex Language, Visualforce Pages, Data Loader, HTML, Apttus ,Java Script, Workflow & Approvals, Reports, Lightning design system (LDS), Custom Objects, Custom Tabs, Email Services, Sandbox data loading, Eclipse IDE Plug-in, Windows XP.

**Client: C&J Energy Services, Houston, TX Oct 2016 – Mar 2018**

**Role : Sr Salesforce Developer**

**Responsibilities:**

* Comprehensive understanding of Order Management along with Account, Contact and Opportunity Involved in various stages of Software Development Life Cycle (SDLC) including analysis, requirement engineering, architecture design, development, enhancements, testing.
* Designed, developed and deployed Visualforce Pages, Apex Classes, Controller Classes and Apex Triggers for various functional needs in the application.
* Developed Visualforce pages using UI libraries like JQuery and Angular Js
* Designed and deployed Custom tabs, validation rules, Approval Processes and Auto-Response Rules for automating business logic.
* Created workflow rules and defined related tasks, email alerts, field updates and time triggered tasks to implement business logic.
* Implemented pick lists, dependent pick lists, lookups, master detail relationships, validation and formula fields to the custom objects.
* Worked with Apttus CPQ Quoting for analyzing the pricing of the products using the workflows
* Worked on customization of visualforce to have lightening experience for desktop and mobile applications.
* Architecture design of the jobs site development and provided support.
* Composed different Webpages in VisualForce for catching different client enquiries and Involved and actualized Partner Community.
* Deployed/Maintained Apttus CLM for different departments (Legal+Sales) globally.
* Created page layouts, search layouts to organize fields, custom links, related lists and other components on a record detail and edit pages.
* Created templates, approval processes, approval page layouts and defined approval actions on them to automate the processes.
* Managed the database for the team’s region and performed basic administration, de-duping and cleanup procedures.
* Performed multi-record data migration for billion-dollar Satellite Company using Data loader, Excel Vlookups and salesforce reports.
* Managed ongoing support request and administrative needs of users.
* Hands on Experience in creating custom Objects, Custom Fields, page Layouts, Custom Tabs, Reports and various other components as per the client and application requirements.
* Created various Reports (summary reports, matrix reports, pie charts, dashboards and graphics) and Report Folders to assist managers to better utilize Salesforce as a sales tool and configured various Reports and for different user profiles based on the need in the organization.
* Used SOQL & SOSL for data manipulation needs of the application using platform database objects.
* Used field level security along with page layouts to manage access to certain fields.
* Used Data loader to load the records on to the force.com platform.
* Extracted the data from Salesforce.com application into the external databases for generating large data reports using the Informatica on Demand.
* Worked on CRM integration for managing of the customer information and marketing of the products.
* Worked on Salesforce Communities and made VF pages for Communities.
* Worked on SOAP and REST API for exporting the data from salesforce.
* Worked with Setup Audit Trail to gather information about client usage and then Migrated Accounts, Leads, Contacts, Opportunities and sales data from external systems into Salesforce.com instance using Data Loader.
* Worked on the Quoting for the management process and billing the data.
* Worked on Product data management for maintaining the standards and quality controls.
* Used money process, oversee income accurately and create constant monetary examination and consistence report with Financial Force Accounting on Salesforce.
* Worked on the accounting principles for reporting of the financial data
* Implemented Salesforce Development Cycle covering Sales Cloud, Service Cloud, Call Center, Chatter & App-exchange applications.
* Made new feature enhancements on Service cloud console view and developed some Visual force components.
* Worked on ERP business forms: request to-money, producing, production network, worldwide financials, and appropriation.
* Experience in Unit Testing, for the customizations and developments done during the project.
* Used the sandbox for testing and migrated the code to the deployment instance after testing.
* Involved with Salesforce.com Premier Support and handled the support cases with the help Salesforce.com support.

**Environment:** Saleforce.com, , Apex Classes, Controller Classes, Triggers, Visualforce, Salesforce.com Data Loader, Workflow & Approvals, Reports, Custom Objects, Custom Tabs, Page layouts, Email Services, SOQL, SOSL, Sandbox, Force.com IDE.

# **Client: G6 Hospitality - Dallas, TX** **Apr 2015 – Sep 2016**

**Role : Salesforce Developer**

**Responsibilities:**

• As a SFDC developer interacted with various business areas to gather requirements and develop data

Model to suit complex business needs.

• Worked closely with project managers, architects, team leads and stakeholders to gather project

Requirements, to get approvals for completed work, and to know future vision of the project.

• Developed APEX triggers, classes, Test methods & Visual Force pages to implement the custom

Functionality.

• Customized standard salesforce objects like products, price books, case management and solutions.

• Administered Salesforce.com SFA setup, which involved modifying roles and profiles, creating/modifying

Dashboards/reports and managing users.

• Created Use case scenarios, custom work flow and Business logic.

• Performed new release evaluation with Business owner & managed new functionality roll outs.

• Worked with customers and the Apttus Product Management team to define client specific pricing

Solutions. Integrating external applications with Salesforce using REST API's.

• Worked extensively on managing Products, Categories, Product Attributes, and defining Product Visibility

For Apttus CPQ package.

• Developed a custom application for data validation and check for data discrepancies.

• Configured security and organizational hierarchy for sales for Salesforce implementation.

• Developed solutions on the Force.com platform, strong understanding of Apttus Contract Lifecycle

Management (CLM) and Apttus Configure Price Quote (CPQ).

• Integrated Salesforce CRM and the legacy system using Cast Iron Integration Systems.

• Worked extensively Apttus CPQ and CLM, pricing configurations and customizations.

• Providing business assistance in identifying, evaluating and developing systems and procedure, as a

recognized expert in configure, price and quote (CPQ) processes and methodologies. Implemented visual

force pages with Custom controller, standard controller, controller extension and standard set controller.

• Worked on Service Cloud communities for sharing business process.

• Maintained users with Service Cloud to communicate with customers and partners.

• Evaluated Salesforce.com support module for call-center and help desk application.

• Responsible for migrating code from one sandbox to another sandbox using Force.com IDE tool and

Change Set

• Configured Data Loader and uploaded data in CSV files into Salesforce, checking for the correctness of the

Data.

• Worked on MS SQL Server for CRUD operations on database

• Performed code review of the application to make sure the source code confirms to industrial coding

Standards and followed good programming practices.

• Used the Sandbox for Development and Testing and Migrated the code to the deployment instance after

Testing.

**Environment:** Salesforce.com platform, Workflow & Approvals, Reports, Dashboards, Custom Objects, SOQL, SOSL, Custom Tabs, Change Sets, Security Controls, Apttus CPQ, Apttus CLM, Service Cloud, Lightning, Apex Data Loader

**Client: Edward Jones - St Louis MO Oct 2014 – Mar 2015**

**Role : Salesforce Developer**

**Responsibilities:**

* Worked on various (SFDC) Salesforce.com standard objects like Accounts, Contacts, Cases, Opportunities, Products, Opportunity Line Items, Leads, Campaigns, Reports and Dashboards.
* Manage page layouts, fields, and system interface/capabilities.
* Create and manage Workflow Rules, Field Updates and E-mail Alerts.
* Involved in requirement gathering from users.
* Involved in activities related to Saleforce.com setup, Configuration, Customization, Administration, Development, Data Migration and deployment of application to force.com platform.
* Worked on Visualforce Language to develop Visualforce pages, overriding buttons, links and tabs, custom components, templates, integrating email etc.
* Worked on the Eclipse IDE with Force.com plug-in environment for writing Business logic in Apex Programming Language, testing and deploying.
* Implemented and Consumed Knowledge Base Dashboards Reports App Exchange for providing Reports and Dashboards that monitors the Knowledge Base.
* Involved in the creation of Knowledge Content, Format and Delivery Methods.
* Managed and implements customization requests by Business Users, including creating workflow triggers, workflow alerts, and automated email response.
* Administrator for different salesforce.com CRM application for sales cloud and service cloud.
* Created custom Dashboards for manager’s homepage and gave access to dashboard for authorized people for individual divisions.
* Implemented requirements on Salesforce.com platform and Force.com IDE Plug-in using Eclipse.
* Involved into Apttus Product Configuration and Pricing Configuration with some advanced functionality of Salesforce.
* Worked with Data loader for loading the attachments into salesforce.com, related to objects like Accounts, Contacts, Opportunities, and Activities.
* Created and maintained User Roles, Security, and Profiles that was required for the Salesforce Knowledge implementation.
* Design Requirement documents and functional document for the development team.
* Set up Marketing Campaigns, Campaign Hierarchies, lead Queries, Assignment rules, Web-to-Lead and Auto-Response rules.
* Experience in Campaign Management and Lead Conversion.
* Configured the Case Management Process.
* Designed Validation Rules along with Roll-up Summary Fields to maintain data consistency.
* Implemented relationship fields for proper data loading.
* Worked with Formula fields for calculation, related object display, integration and data realization.
* Used the sandbox for testing and migrated the code to the deployment instance after testing.

**Environment:** CRM Application Platform, Sales cloud ,HTML, JavaScript, Custom Objects, Tabs, Page Layouts, Workflows, Approval Processes, Email, Messaging, Dashboards, Reports, Eclipse, Sandbox, Production environment

**Client: Connectica Software Technology Ltd, India Aug 2012 to Sep 2014**

**Role : Java Developer**

**Responsibilities:**

* Created and maintained user roles, profiles.
* Managed work flows and validated data rules.
* Performed regular data uploads, data maintenance & cleaning activities.
* Entered and maintained accurate and current up-to-date files of all customer orders and vendor contracts.
* Created and maintained accurate, up-to-date supplier contracts.
* Prepared complex, accurate import and export customs and collection documentation in accordance with detailed foreign trade requirements.
* Worked as liaison between logistics and Salesforce team.
* Performed functional and regression testing of Salesforce customization.
* Prepared all proforma/commercial documents as required; processed international orders accurately.
* Validated for approval international freight bills/vendor invoices in Salesforce.
* Proficient project management skills to construct/maintained detailed shipment/order tracking report for customer and internal distribution.
* Planned and implemented security measures to safeguard vital business data.
* Set up and controlled user profiles and access levels for each database segment to protect important data.
* Coordinated with project management staff on database development timelines and project scope.
* Verified data integrity and accuracy.