**Lakhan Meghani**

**PROFESSIONAL SUMMARY**

* 3X certified Salesforce, 1X Hubspot Certfied & 1X Copado professional with 1.5 years of Salesforce experience
* I found my knowledge from [Trailblazer Community](https://trailblazer.me/id/lakhanmeghani9130), Currently I am top 15 Salesforce Answer Board Leader
* Hands on experience in developing Workflow rules, Apex Triggers, Visual force pages, Batch Apex, Validation rules, Deployment tools etc on Salesforce.com
* Good knowledge and having experience in Salesforce Administrator like Security model, Page Layouts, Roles, Profiles, Security and Sharing settings etc.
* Created custom objects and its related Reports/Dashboards to hide data access from other profiles across the organization
* Having good knowledge of Hubspot Integration, Mailchimp Integration, Marketo and Social Customer Services
* Very Good exposure of Marketing Knowledge and able to work on Marketing Cloud
* Well versed with Pardot and worked on Sales and Financial Cloud
* Have Good experienced on Marketing Cloud Email templates, Data extensions types, Automation Studio & Journeys
* Basic knowledge on Salesforce CPQ
* Good knowledge on High Velocity Sales (HVS) , building Call scripts, lightning email templates, Sales cadense & Customising Work Queue
* Imported data using Data Import Wizard, Data Loader and Workbench

● Deployed changes from sandbox to the production environment using Change Sets & have knowledge of doing the same using Copado

* Tested custom-built components of the Salesforce system in sandbox and production environments to detect and deal with any issues before end users were let into the system
* Project Management tools used: Jira, Asana
* Worked on Migration Plan from Hubspot to Marketo
* Good knowledge of Marketing Implementations on Hubspot CRM and Marketo
* Great team player as well as individual with ability to adapt to any kind of environment
* Having good Communication Skill

**EDUCATION QUALIFICATION**

* Completed BE from Dr. D.Y Patil College of Engineering, Pune

**CERTIFICATIONS AND ACHIEVEMENTS**

* Salesforce Certified Platform Developer 1
* Salesforce Certified Administrator
* Salesforce Certified App Builder
* Copado Certified Administrator
* Hubspot Sales Certified

**TECHNICAL SKILLS**

|  |  |
| --- | --- |
| Languages/Technology | Apex, Java, VisualForce, HTML, CSS, Lightning Components |
| Databases | Salesforce CRM |
| Operating System | Windows, Android |
| Tools | Jira, Asana, Workbench, Visual Studio |
| Salesforce.com | Apex, VisualForce Pages, Batch Apex, triggers, 3rd Party Integration, Salesforce CPQ, HVS, Appexchange |

**Major Projects (Thinqloud Solutions)**

**1. Leading company in Supply Chain Risk Assessment**

|  |  |
| --- | --- |
| Purpose | To build automation for sales teams, Integrating marketing platforms with salesforce, Lead assignment automation, understanding their business and its implementation. Marketing Activities, assets, email marketing, lead nurture MQL-SQL, campaigns and webinars, Subscription model, third party integrations for highly aesthetic forms, surveys and landing pages, Bounce management and email reporting was a key for marketing success |
| Team Size | 3 |
| Roles and  Responsibilities | Worked on Reports and Dashboards , Workbench, Hubspot Integration, Marketo Integration,  Zoominfo integeration, Xant, Security part, roles and hierarchies, Lead assignments, Hubspot Cleanup of contacts and companies, Building automation from Hubspot, Sync issues and its solutions, Workflows, Field mapping, Support etc. Done the Marketo Integration, data migration from hubspot to Marketo, GDPR setup for marketing team, Marketing programs & Campaign management, GoToWebinar integration, linkedin Lead Gen to Linkedin lead generation. Implemented subscription management system, double Opt it Campaigns and other ongoing webinars |

**2. Leading Indian company providing forex related services to corporates**

|  |  |
| --- | --- |
| Purpose | To give a platform to SDRs for sending Sales Emails and do its tracking of Sales emails |
| Team Size | 2 |
| Roles and  Responsibilities | Implemented a High Velocity Sales (HVS) solution for the Sales team to send emails to records and also to track the email activities of sent mails. Einstein opportunity score has been set up to look for most potential opportunities on priority. Sales cadence, lightning email templates are built to enro1l particular set of records that Cadence Steps, building Call scripts & Customising Work Queue. Building reports & dashboards for gamification and building 3rd party Scoring model to take followup of Prospect based on score, modifications and customisations in Work Queue |

**3. Leading bank in Jamaica**

|  |  |
| --- | --- |
| Purpose | To validate Bank tickets, its formulas for the financial services of JN bank |
| Team Size | 4 |
| Roles and Responsibilities | Worked on Calculation, Formulas, validation of formulas, Testing, Visualforce pages |

**Personal Information**

**Name -** Lakhan Meghani

**Address -** Room no. 379, Sindhi Colony, Nanak Nager, Bhusawal 425201

**Mobile -** +91 8669112979

**Email Id -** lakhanmeghani9130@gmail.com

**DOB -** 11/10/1998

**Languages Known -** English, Hindi, Marathi, Sindhi

**LinkedIn Account -** <https://www.linkedin.com/in/lakhan-meghani%E2%98%81-003639167/>

**Blog -** <https://sfdcapextips.blogspot.com/>

**Strong Points & Hobbies**

Strong Points:

∙ **Self-Taught Developer**

∙ Leadership and Management, Quick learner

∙ Public Speaking

∙ Ability to learn from failure

Hobbies:

∙ Writing Quotes and Playing football

∙ Playing Chess

∙ YouTube Surfing

**Declaration**

I hereby declare that the information furnished above is true to the best of my knowledge. Date: 04/03/2021

Place: Pune

Lakhan Meghani