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# Carrier Objective

To be associated with a progressive organization which can provide me with a dynamic work sphere to extract my inherent skills as a Professional in different fields and realize my potential where I get the opportunity for continuous learning and in the process add value to the organization.

# Experience Summary

* Having 3 years of experience in analysis, design and development of CRM and web based applications, **Salesforce.com CRM**, Force.com platform with proficiency as a developer and administrator.
* Having 1 Year experience Lightning.
* Worked on **AURA** Component and **Application Event** and **Component Event**.
* Experience in **Administration**, **Configuration**, **Implementation** support experience with **Salesforce platform**.
* Experience in **Salesforce Customization**, Security Access, Workflow Approvals, Data Validation, data utilities, Analytics, sales, Marketing, Customer Service, and Support Administration.
* Expertise in SFDC Development using **Lightning Application, Apex Language**, **VisualForce Pages, Classes, Controllers, Triggers, Indexes, Locks Web Services, Components, Tabs, Apex Web services, Custom Objects, Reports, Analytic Snapshots and Dashboards, Profiles, Creating Roles, Page Layouts, Org - Wide default, Sharing rules, Work Flows**.
* Integration Methodologies, different API, **Trigger framework**, **Recursive Triggers**, **VF Remoting**, Asynchronous Framework & options.
* Hands on experience in writing queries using **SOQL** and **SOSL** in Apex Classes and Triggers.
* Creating Custom Apps, **Custom fields, Profiles, Applying Sharing Rules**, Handling Page Layouts, **Search Layouts**, and Related List and defining Field Dependencies, custom buttons, **Validation Rules, workflows**, approval processes.
* Created and updated **users, reports,** and dashboards to track pipeline/stages for management visibility, while integrating Apex (applications) to Salesforce accounts such as **Conga Merge and Outlook.**
* Performed user & administration training sessions for clients to utilize Salesforce and respective programs.
* Extensive experience with various Salesforce deployment methodologies including

**Change sets**, Force.com Plug-in environment, **Ant Migration** tool kit and Eclipse.

* Expertise in maintaining the functional areas of Data Management, **Campaigns**, Leads, Forecasting Accounts, Contacts, Opportunities, **Quotes**, Activities, Dashboards and Reports.
* Strong Knowledge in AppExchange Applications for integrating with third party applications.
* Strong knowledge of SFDC standard data structures and familiarity with **Force.com Explorer, Data loader** and Import Wizard.
* Recommended, designed and implemented a Marketing process in Salesforce to automate communications between Sales and marketing, associate campaign influence

on opportunities for ROI reporting, to provide real time status on campaign members. • Experience in SFDC Integration using **Web Service** and Apex Programming, **Appexchange Packages &** Custom Applications, Salesforce.com Service Cloud expertise.

* Experience working with **Sales cloud** and **Service cloud**.
* Assisted users with report design and management. Work with Time Warner team to integrate online initiatives into the database.
* Involved in various stages of **Software Development Life Cycle** (SDLC) including analysis, requirement engineering, architecture design, **development, deployment** and maintenance of standalone, Multi-tier, web-based and portals based object oriented enterprise applications.

# Professional Experience

* Working as **Software Engineer** at **ADIWEBTECH SOLUTIONS PVT LTD** from November-2017 to till date.

# Academic Qualification

## B.Tech from KIET**,** Kakinada 2017 with 68%.

**Technical Skills**

CRM Tool Salesforce.com

Language and Skills Apex, Java, HTML, XML, SQL, Visualforce, SOQL, SOSL, Email template, formula, Validation rules, Apex trigger,

Workflows and Approvals, Process builder Development tools Force.com, IDE, Apex, Data loader, Salesforce

classic, Workbench, Eclipse

Operating System Windows Family, MS DOS, UNIX

**Projects handled**

**Project #1: *Husky Energy AO.***

## ***Role:*** Salesforce Developer, Admin and Support Analyst.

***Duration:*** Feb'19 – Till Today.

* + Husky Energy Inc. is one of Canada’s largest integrated energy companies. It has 64 applications in the Salesforce. Those applications are providing the complete CRM solution for

an organization with custom-built solutions. This is an automation application for marketing

systems that is used for tracking all the leads, opportunities, products, services, commissions, payments of an organization with custom-built logics. The application monitors all the sales and marketing of the organization's projects. The application provides a communication system set up inside which is helpful to

increase the relationship with the customers and sales representatives in the organization allowing the users to send messages, emails, file etc., within the organization to keep track of the business. The application allows the administrators to assign leads to their users and track all their activities.

# Responsibilities:

* Worked with Business users on gathering business requirements and designing documents for the project.
* Worked on **AURA** Component and **Application Event** and **Component Event**.
* Working closely with Salesforce Programmed team to drive successful implementations of new projects, adoption data quality and best practices of use.
* Resolved the more than 500+ issues resolved in Salesforce as a Support analyst.
* Worked on 50+ enhancements.
  + Assist in the configuration and maintenance of “Sandbox” environments to facilitate success development and QA testing of new on-demand features and functionality.
* Created separate views for different users for the tabs like accounts, opportunities etc. • Created different folders to store the reports of different groups and categories.
* Designed, and deployed Custom tabs, Entity-Relationship data model, Auto-Response Rules, Components, Visualforce Pages to suit the needs of the application.
* Used Apex Explorer and Apex Data Loader to Manage and Query the data.
* Created customized page layouts and record-types for Opportunity, Contacts, and Accounts to distinguish between different Processes.
* Involved in Design and development of Workflow rules, triggers, and validation rules, Profiles, Custom Buttons, Custom links, Custom Pages, Extended controllers, and Apex classes to drive the functionality.

**Project #2: *HCSC- Health Care Service Corporation.***

## ***Role:*** Salesforce Developer, Admin and Support Analyst.

***Duration:* Nov'17 – Jan’18**

* **Health Care Service Corporation**, a Mutual Legal Reserve Company (**HCSC**), offers a wide variety of health and life insurance products and related services, through its operating divisions and subsidiaries.

# Responsibilities:

* + Worked with various salesforce.com objects like Accounts, Contracts, and Opportunities • Designed, developed custom objects, page layouts to suit needs of the application
  + Worked on workflows, validation rules, profile and field level permission settings; created test data on opportunity for contact users
* Participated in data loader activities to perform operations on mass volumes of records.
* Involved in Design and development of Workflow rules, triggers, and validation rules, Profiles, Custom Buttons, Custom links, Custom Pages, Extended controllers, and Apex classes to drive the functionality.

# Personal Details

## Name : K Kalyan Kumar Date of Birth : 07/08/1995 Gender : Male

Marital Status : Single

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I hereby declare that all the above-furnished information is true to the best of my knowledge and belief.

[Kalyan Kumar K.**]**