Venkatamani Pentapati

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**Professional Exposure: -**

* *Having 3 years of IT experience in customization and integration of Salesforce.*
* *Good experience in Salesforce Configuration and Customization with User Interface designing.*
* **Excellent technical and logical aptitude** – Can easily adapt to different technologies and great interest in exploring cutting-edge Technologies

**Academia: -**

* **Bachelor of Technology in Computer Science Engineering (CSE)**, 2017, MVGR college of Engineering, Vizianagaram.

**Organizational Experience: -**

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| Organization | Designation |
| Nagarro Software Pvt. Ltd |  Senior Associate |

**Technical Experience & Skills: -**

* Apex Class, Apex Triggers and Visual Force
* Validation Rules, Workflows and approval process
* Email Administration: Email templates, Email alerts
* Salesforce CPQ and Apttus CPQ
* Product Catalog, Configuration rules, Pricing of Apttus CPQ
* Reports and dashboards
* Lightning pages
* Copado Salesforce Administrator

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| **Programming and scripting languages** | Apex, HTML, JAVA, CSS, JavaScript |
| **Frameworks, tools, and libraries** | Salesforce CRM, Eclipse, Workbench, Visualforce, MVC, Visual Studio Code, Hubspot, Prodly Moover |
| **Databases and BI** | MY-SQL |

**Certifications: -**

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| **Certification No** | **Salesforce Certification Name** |
| DEV-401 | Salesforce Platform Developer -1 |
| ADM-201 | Salesforce Certified Administrator (SP-18) |
| CPQ | Salesforce CPQ Specialist(W19) |

**Significant Projects: -**

### Sales Management

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| **Client** | Electronics Inc. manufactures and sells lighting control devices and systems for residential and commercial markets. The company offers standalone controls, single room controls, whole home and building systems, shading systems, fluorescent ballasts, and light-emitting diode drivers. It also provides maintenance and support, warranty, replacement and upgrade, technical documentation and support, customer assistance, and education and training services. |
| **Duration** | June 2017-September 2017 |
| **Methodology** | Sprint(scrum) Agile |
| **Project overview** | Project involves the customization of standard sales process and tracking the sales at various levels. The project validates the data entered at each level and generates the email for respective user. |
| **Responsibilities** | * Customized different page layouts and assigned them for different profile users
* Customized tabs for among different business users’ groups and centers.
* Creating Workflow Rules, Tasks, Email Alerts, and Components to suit to the needs of the application.
* Scheduled the reports, dashboards for management and all the department heads by emails.
* Developed Apex Program, Apex Triggers for various functional needs in the application
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### Aero Mexico

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| **Client** | Client is a leading Airlines industry in South America. |
| **Duration** | October 2017-December 2017 |
| **Methodology** | Sprint (Scrum) Agile |
| **Project overview** | Project involved implementation of the Salesforce CRM to be used for B2B and B2C model of business |
| **Responsibilities** | * Creating Workflow Rules, Tasks, Email Alerts, Approval Processes and Components to suit to the needs of the application.
* Developed Apex Program, Apex Triggers, Visualforce pages for various functional needs in the application.
* Social Studio Integration with Salesforce.
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### Hubspot

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| **Project overview** | Hubspot is a marketing tool that efficiently used to collaborate with leads and customers. Project involved dealing with landing pages and developing dashboards and reports. |
| **Duration** | January 2018-March 2018 |
| **Responsibilities** | * Creating Dashboards and Reports,
* Outlook Integration with Hubspot
* Creating views, templates
* Tracking meeting, notes
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###  CLEAResult

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| **Client** | CLEAResult Consulting, Inc. designs, plans, consults, and implements technology-enabled energy efficiency solutions and services in North America. It is a leader in transforming energy challenges into energy efficiency solutions for utilities, business and customers. |
| **Duration** | April 2018 to August 2018 |
| **Methodology** | Sprint(scrum) Agile |
| **Project overview** | Support based project that involves the transforming energy challenges into energy efficiency solutions for utilities, business and customers. Customer will be creating the rebate applications from where the desired products will be added to rebate cart and later on customer need to digitally sign the document for authentication and later mail will be sent to customer regarding the opted energy program details . |
| **Responsibilities** | * Fixing the issues faced by a customer in sites.
* Permission sets, OWD, Profile settings
* Creating Workflow Rules, Tasks, Email Alerts, Email Templates, Process Builder to meet the needs of applications.
* Scheduled the reports, dashboards for management and all the department heads by emails.
* Developed Apex Program, Apex Triggers, Visual Force Pages, Test classes, Code Pushing for various functional needs in the application
* Using jQuery to implement the functionality
* Resolving Issues from Root cause and Stabilizing the system
* Handling Support Tickets and Change Requests
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### Blackbaud-SFDC

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| **Client** | Blackbaud Inc. is a supplier of software and services specifically designed for nonprofit organizations. Its products focus on fundraising, website management, CRM, analytics, financial management, ticketing, and education administration. |
| **Duration** | August 2018 to till date |
| **Methodology** | Sprint(scrum) Agile |
| **Project overview** | Migrating the existing setup from Apttus CPQ to salesforce CPQ which includes the product configuration, pricing and quote generation process. |
| **Responsibilities** | * CPQ setup and flow
* Pricing rules, Product rules
* Amendments and renewal process
* Apttus pricing, Product configurations, Configuration rules
* Apttus decoupling/Customizations
* Product Catalog
* Sales UI
* Prodly mover
* Quote Templates
* CPQ api
* Product and Pricing Migration.
* Migration of Batch classes related to Apttus to CPQ
* Creating apex classes, triggers based on functionality
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**Personal Details: -**

DOB : November 02, 1995

Address : P. Venkatamani

 D/o P. Srinivasa Rao

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 Beside Bhashyam school, Vizianagaram-535002, A.P.