

**Saket V. Kole**  
**Salesforce Developer**  
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**Primary Skills:** Salesforce.com Development, Customization, Configuration, Integrations and Data migration.

#### Technical Skill Set

- Overall 2.8+ years of experience in CRM technologies Salesforce. Salesforce Lightning
- Experience comprises Salesforce Customization, Configuration in Salesforce Lightning, Data Migration and Integrations
- Worked with Apex Classes, Visual Force Pages, Triggers, sObjects, SOQL, SOSL
- Having a basic knowledge of MuleSoft and develop REST APIs using MuleSoft Any point API Platform.
- Experience in building responsive visual force page / Custom controller/extensions
- Worked with standard Salesforce objects like Accounts, Contacts, Leads, Cases and Opportunities.
- Worked on creating custom objects, custom fields, Object Relationships, lookups, Master detail relationships, and Record Types.
- Worked on Creating and Editing Page Layouts, Related List, views.
- Configured Formula fields and validation rules.
- Hands On experience on declarative features of platform like: workflow, process builder, validation rule, approval process, Notification builder, flows Report builder etc.
- Extensive experience in data loader and other migration tool.
- Knowledge of Integration using REST & SOAP web services.
- Worked on web to case, Email to case implementations and scenarios.
- Understanding of Sharing rules, Profiles, Field level security and Record level security.
- Expertise in migrating Salesforce data between ORGs using different tools like Change set, Ant tool.

#### Functional Skill Set

- Problem solving and communication skills.
- Strong client interaction skills

#### Projects Undertaken

Project	Sales Cloud (Client: India & USA)
Role	Developer
Project Description	<ul style="list-style-type: none"> <li>• This custom application is designed to manage sales and service process using custom object and field. Implemented dialer to call their lead and opportunity from standard detail page of custom object. Configured Custom notification to show on incoming call of lead in CRM. Implemented force.com site (portal) to manage dealers.</li> </ul>

Roles &Responsibilities	<ul style="list-style-type: none"> <li>• Worked as developer.</li> <li>• Configured instance to manage sales process</li> <li>• Integrated Salesforce CRM with external system like Exotel and IVR to manage Calls and SMS.</li> <li>• Designed Dialer to call from standard detail page of CRM.</li> <li>• Implemented custom notification to show on incoming call to respective user.</li> <li>• Configured standard objects such as Account, Contact, Opportunity, Lead, and Campaign Object and Manage whole business flow.</li> </ul>
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<b>Project</b>	<b>Sales Cloud with Tally integration (Client : India)</b>
Role	Salesforce Developer
Project Description	<ul style="list-style-type: none"> <li>• This custom application is designed to manage sales process. Also integrated tally with salesforce CRM to read and write sales order details and product and account details.</li> </ul>
Roles &Responsibilities	<ul style="list-style-type: none"> <li>• Worked as developer. Created VF pages with lightning designing system to provide responsive view.</li> <li>• Integrated external systems with Salesforce CRM.</li> <li>• Worked on Apex classes, triggers, Visual force pages.</li> <li>• Worked on standard objects and custom objects, fields, validation rules, assignment rules, formula fields.</li> </ul>

<b>Project</b>	<b>Sales Cloud and Service Cloud</b>
Role	Salesforce Developer
Project Description	<ul style="list-style-type: none"> <li>• Custom application developed for a one of the India's leading manufacturer of Lead Alloys and Lead Acid Batteries.</li> </ul>
Roles &Responsibilities	<ul style="list-style-type: none"> <li>• Created custom and junction object as per the client requirement and modified the standard salesforce object like Account, Contract etc.</li> <li>• Created custom Visualforce pages and process flows.</li> <li>• Created Approval process, workflow, Process builder.</li> <li>• Design and Developed Visualforce page for Web andSalesforce1 App.</li> <li>• Developed Apex Classes and Apex trigger for various functional need.</li> <li>• Created Custom Lookup Functionality.</li> <li>• Created email template and email alert.</li> <li>• Worked on JavaScript for validations in VFpage.</li> </ul>

<b>Project</b>	<b>Sales Cloud and Self-Service portal for dealers</b>
Role	Salesforce Developer
Project Description	<ul style="list-style-type: none"> <li>• A sales and Service process implementation for Client organization which is a renowned company for battery and services in India.</li> </ul>

	<ul style="list-style-type: none"> <li>• Sales process included the complete life cycle of a business requirement till Opportunity, Order and Invoice.</li> <li>• A detailed Service process implementation was done to facilitate the Service Agents to use Salesforce on the go and capture maximum information with fewer clicks and manage Annual Maintenance Contracts.</li> <li>• .</li> </ul>
Roles & Responsibilities	<ul style="list-style-type: none"> <li>• Worked on Apex classes, triggers, Visual force pages.</li> <li>• Worked on standard objects and custom objects, fields, validation rules, assignment rules, formula fields.</li> <li>• Worked on test classes.</li> <li>• Custom CTI implementation and integration with knowlarity systems for outgoing and incoming call and text messages.</li> <li>• REST API is used for incoming call.</li> <li>• Integrated salesforce CRM with Medtronic system to read and save battery reading in CRM.</li> <li>• Integrated salesforce CRM with tally using pentaho as middleware.</li> <li>• Implemented custom currency provider using REST API.</li> <li>• Integrated Salesforce CRM with swipe machine using REST.</li> </ul>
Tools	Apex Data Loader

### Certification

Salesforce PD1	Platform Developer 1
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### Educational Qualification

Qualification	University	Major and Specialization
Bachelor of Engineering	Shivaji University	Computer Science
Diploma	MSBTE	Information Technology