

PRATIK GOTMARE

SALESFORCE DEVELOPER / ADMINISTRATOR

Total Experience: Nearly 5 Years (Relevant Experience: Over 2 Years)



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Profile Summary

- Proficient in customizing applications on the Salesforce platform and Force.com while leveraging an effective knowledge of the Technical and Functional aspects of Salesforce.com
- Contributed in business application architecture and design efforts
- Monitored the existing implementation and made configuration changes to support changing business needs and/or new requirements
- Supported configuring of solution requirements on the products; identified any issues, diagnosed the root-cause of such issues, seek clarifications, and then identified as well as shortlisted solution alternatives
- Followed the project life cycle methodology defined under the process framework; ensured that customer deadlines were met within project budgets
- Skilled in developing Triggers and Apex Classes, Workflows Implementation, Automation Tools, and LWC

Professional Experience

Salesforce Developer at IT-NetworkZ Infosystems Pvt. Ltd., Nagpur Apr'21 - till date Role:

- Developing customized solutions within the Salesforce platform
- Designing, coding, and implementing Salesforce applications
- Creating timelines and development goals
- Testing the stability and functionality of the application
- Designing, configuring, creating, testing, and deploying answers to improvement requests
- Consulting with project managers to identify CRM requirements
- Making specialized Salesforce platform-based solutions; creating, implementing, and coding Salesforce apps
- Understanding customer needs and comparing them to salesforce features; using Visualforce Pages, Triggers, and Apex Classes
- Developing and using Apex controller methods to create custom objects and read data from them
- Designing Flows, Process Builder, Email Templates, and Workflow Rules
- Working on roles, profiles, permission settings, sharing rules, and validation rules
- Producing Dashboards and Reports for the Management Team; implementing custom objects, custom tabs, and custom applications
- Ensuring compatibility with common salesforce objects including Cases, Accounts, Contacts, Leads, and Opportunities
- Producing technical/functional design documentation; Unit testing documentation
- Writing documents and providing technical training for Salesforce staff
- Maintaining the security and integrity of the application software

Lean Engineer at Gemba Concept Pvt. Ltd., Bengaluru Role:

- Administered the daily operations both on and off site
- Worked in collaboration with clients to fully comprehend their needs and expectations
- Adopted Lean methods and tools for gathering and analyzing data
- Conducted monthly evaluations with senior management and weekly reviews with clients

Dec'19 – Mar'21

Industrial Engineer at Production Modeling India (PMI) Pvt. Ltd., Nagpur Role:

- Gained knowledge of project's specs, needs, and scope
- Created thorough project schedules and plans in order to deliver tasks on time
- Utilized project resources wisely to guarantee successful project completion
- Executed projects as planned and in accordance with high standards
- Guaranteed project success, tracked project development and proactively made any required modifications
- Confirmed project success, identify possible risks and create mitigation methods
- Ensured project delivery on time while upholding high standards
- Used Lean techniques and the concepts of motion economy to implement mapping and recording of processes and activities and estimate gap analysis
- Worked content to balance the line while measuring labor performance

Aug'18 - Sep'19

Certifications

- Salesforce Certified Administrator from January 2023
- Salesforce Certified Platform Developer I from September 2022.
- Salesforce Certified Associate from May 2023

Core Competencies

- Salesforce Developer
- Framework Development
- Project Planning / Implementation
- Stakeholders Engagement (Clients / Business)
- Testing / Debugging
- Data Migrations
- Risk Assessment / Mitigation

Technical Skills

- CRM: Salesforce CRM
- Cloud: Sales Cloud, Service Cloud & CPQ Cloud
- Languages: Apex, SOQL, SOSL
- IDE Environments: Apex Data Loader, Import Wizard, Force.com, VS Code, Workbench
- Front-End: HTML, CSS, JavaScript, Visual force page, AURA, LWC
- Operating Systems: Windows10, Windows8

Education

- M.Tech. - Industrial Engineering from Shri Ramdeobaba College of Engineering and Management with 7.03 CGPA in 2018
- B.Tech. Mechanical Engineering from Shri Rashtrasant Tukadoji Maharaj Nagpur University with 56.20 % in 2015
- Diploma in Mechanical Engineering from Shri Datta Meghe Polytechnic in 2012 with 63.40 %
- 10th from Shri D.D. Nagar Vidyalaya in 2009 with 76.61 %

Annexure (Projects)

Project 1

Title: Talent a Pro

Client: Biogen

Platform: Salesforce CRM, Sales Cloud, Data Loader

Role: Salesforce Developer

Description:

Biogen HR provides basic HRM needs like employee Information, Leave Management, Performance, Payroll, Recruitment, Rewards, Expense & Training. Biogen HR stands for Bio Generalization HR management system. As a part of this project, I worked on the module on the Recruitment Management process. This CRM allows for automation of the recruitment process, speeding up the hiring process and keeping on board all stakeholders when hiring a candidate to take their opinion without wasting time.

Role:

- Studied/analysed business functional specifications documents
- Created custom Objects like Hiring Manager, Position and Candidate and worked on Standard objects
- Contributed in the creation of Picklist, Relationship and Record Types on custom objects
- Developed Apex classes and Triggers to support the custom functionality
- Generated multiple reports and dashboards for analysis of data
- Developed Visual Force Pages for all Standard Objects and Overridden them
- Designed Validation Rule for checking the validity of certain conditions
- Designed Email Templates and invoked them through process builder
- Involved in the Data Migration process through bulk API
- Involved in:
 - Code Integration and unit testing and bug fixing
 - Code migrating from one sandbox to another sandbox using Force.com IDE
 - Code review, optimization and fixing review comments

Project 2

Title: GPS Tracking System

Client: Prosoftek Corporation

Platform: Salesforce CRM, Sales & CPQ Cloud, Data Loader, Lightning Aura

Role: Salesforce Developer

Description:

It's a CRM application to manage the business, one of our clients who deal with GPS Sales and Services. So to automate their business process, we designed a facilitated application to maintain the complete order, sales and services. It's designed on the sales and service cloud. It's provided functions like lead generation, lead status tracking, conversion of leads into an opportunity, information about various types of GPS devices and their pricing details, helping the customer to order products as per provided quotation, tracking of product delivery and payment process (order management), generating invoices and customer can generate case if need any kind of service related to the product after purchasing so case generation and tracking facility is provided. As a part of this project, I worked on the module on the lead conversion process

Role:

- Overridden the standard lead object by using Visualforce Page
- Configured web to lead mechanism
- Contributed in the creation of:
 - Validation rules. (Performing the client's id validation on Visualforce Page)
 - Lead Assignment rule (assigning lead to the Regional Manager as per region)
 - Auto Response Rule. (Email Notification sent to user as per requirement. During lead generation, email will send to end user, Sales Manager)
- Implemented trigger to avoid duplication in lead
- Developed Lightning Web Component for shifting UI from VF Pages to LWC
- Involved in configuring Approval Process. (during or confirmation, we can apply the approval process i.e from manager à Regional Manager à Sales Manager)
- Configured email template and workflow. (Time-dependent Workflow is used for follow-up of interested leads)
- Designed record types related to standard objects as per users' requirements
- Devices involved in the creation of custom objects like GPS Devices, invoices, and Service Renewal
- Created a picklist for custom objects
- Supported code migration from one sandbox to another sand using change sets, the ANT Migration tool



Personal Details

Date of Birth: 15th October 1993

Languages Known: English, Marathi, Hindi

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