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Sai Kumar Reddy

Professional Summary

Experienced Salesforce Developer with 5 years of deep expertise in Lightning Web Components (LWC) and Lightning CPQ. Proven ability to design, develop, and implement high-performance solutions on the Salesforce platform. Looking for challenging roles that will leverage and expand my technical capabilities.

- Highly skilled in Agile methodologies, cross-functional collaboration, and problem-solving, I am committed to bringing excellence to any team while meeting and exceeding project goals.
- Salesforce Administrator, Configuration, Implementation of Field Service salesforce and experience in Sales and Service Clouds (CRMPRM)
- Strong and Hands on knowledge in Rest API, LWC and AURA Framework.
- Strong knowledge of SFDC standard data structures and familiarity with force.com explorer, data loader and Import Wizard.
- Having Experience in SFDC Data Management, Security Model, Report Generation, Deployment, Communication Templates, Security Controls.
- Implementation of Validation Rules, Workflows, Process Builder, Approval Process, Assignment Rules, Escalation Rules, Auto-Response Rules, Sharing Rules. Rest API.
- Having Experience in Apex, Visual Force, Apex Data Loader, Apex Scheduler, Batch Apex, FLOWS, AURA, LWC.
- Hands on experience in writing queries using SOQL, Apex Classes and Triggers.
- Created visual force pages and controllers.
- Design and developed apex classes, controllers, Extensions, and apex triggers for various Functional leads in the application.
- Worked on various salesforce standard objects like Campaign, lead, accounts, contacts, contracts, Products, Reports, Service Appointments, Work Order, Case, Service Territory, Absence etc.
- Worked with page layouts, components, custom applications
- Experience working with Force.com IDE, Data Loader, Import Wizard and salesforce.com Sandbox environments
- Strong exposure to **CPQ components** like Enterprise Product Catalog (EPC), Product Configuration.
- Working Knowledge on **CPQ** and Communication cloud.
- Built Data Raptors. Ips for FSL call.
- Worked on salesforce REST API Get/Post Methods Integration.
- Proficient in Salesforce **CPQ**, Salesforce Lightning, Apex, Visualforce, and other Salesforce technologies.

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Skills

- **Salesforce Development:** LWC, Apex, Visualforce, SOQL, SOSL
- **Salesforce Tools:** Lightning App Builder, Process Builder, Workflow, Data Loader
- **CPQ Tools:** Product configuration, Pricing rules, Discount schedules, Approval processes
- **Integrations:** REST/SOAP APIs, Third-party apps
- **Web Technologies:** HTML, CSS, JavaScript, JSON
- **Version Control:** Git, GitHub, Bitbucket

Certifications

- Salesforce Certified Platform Developer I
- Salesforce Certified Platform Developer II
- Salesforce Certified Administrator

- Demonstrated ability to design, develop, and deploy **complex CPQ** solutions tailored to business needs.
 - Strong understanding of sales and pricing strategies, enabling the creation of effective **CPQ solutions**.
 - Proficient in Data Migration from Traditional Applications to Sales force using Data Loader.
 - Expertise in Web Services and Implemented SOAP, REST and METADATA API's for different integration requirements.
 - Experience of integrating applications with other existing applications
 - Good experience in working on Eclipse IDE for writing business logic in Apex programming language.
 - Handled validation on client side using validation controls and custom validations on JavaScript.
 - Administered Salesforce.com setup, which involves modifying roles and profiles, creating/modifying dashboards/reports and managing users.
 - Proficiency in SFDC Administrative tasks like creating Profiles, Roles, Users, Page Layouts, Record Types, Email alerts, Reports, Dashboards and Tasks.
 - Ability to independently perform implementation, documentation, testing and updating as it relates to the Sales Force.com business requirements.
 - Ability to effectively communicate technical issues and resolve problems at all levels of the organization both internally and externally.
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Work History

Accenture - Salesforce Developer

Hyderabad, India

- Understanding the Requirements
- Involved in developing visual force pages and Apex classes as per the requirement.
- Customized Page layouts for Standard/Custom objects and assigned Record Types.
- Involved in Controlling the Data Access using OWD, Role Hierarchy, and Sharing rules
- Created many validation rules, Approval processes and workflow rules.
- Used Data Loader for bulk import and export data.
- Performing administration tasks like creating users, public groups, Queues Profiles, Permission Sets, Role Hierarchies.
- Configuration of CPQ using products, price lists, quote, product attribute rules etc
- End to End testing of CPQ flow in pilot call.
- Done Visual force development effectively.
- Used SOQL & SOSL for data fetching and manipulation needs of the application using platform database objects.

Environment: Apex Classes, Controllers, and extensions, CPQ, Lightning, HTML, CSS, JAVASCRIPT.JSON, SFDC Dev Sandbox,

SOQL, SOSL, SQL Server, Apex Data Loader, and Windows 10/11 Created Triggers and Apex classes for many business functionalities.

Accenture - Salesforce Consultant

Hyderabad, India

04/2019 - Current

- Gathering, and understanding the new requirements from the Business Team.
- Designing technical approach and documentation for the new requirements.
- Configuring the scratch orgs through SFDX for development work.
- Developing business logic and enhancing it according to the Design document.
- Testing the components developed and writing the unit test cases for the same
- Packaging and Deploying from scratch org to other environments using through Git, VS Code
- Working along with QA team in resolving the bugs/defects found while testing.
- Creation of workflows, Email templates
- Worked on configuring of different profiles and permission sets
- Worked on visual force pages and apex classes
- Created test classes for apex classes
- Generated custom reports and dashboards
- Spearheaded the development and deployment of 20+ LWC components, resulting in a 40% improvement in user experience and operational efficiency.
- Managed the complete migration from Salesforce Classic to Lightning Experience for an organization with 5000+ users.
- Expertly customized Lightning **CPQ** to support complex product configurations, dynamic pricing models, and streamlined quoting processes.
- Led a team of 4 developers, facilitating weekly training sessions and code reviews to ensure best practices.
- Delivered 30+ custom LWC components tailored to specific business needs.
- Partnered with stakeholders to translate business requirements into robust Salesforce solutions.
- Implemented and maintained **CPQ solutions**, ensuring accurate pricing and smooth quoting processes for the sales team.
- Actively collaborated with **QA teams**, ensuring timely resolution of bugs and optimized solution delivery.
- Involved in Sprint Planning, Requirement discussions, Solution Design and Daily Status Calls
- Customized Page layouts for Standard/Custom objects and assigned Record Types.
- Involved in Controlling the Data Access using OWD, Role Hierarchy, and Sharing rules.
- Created many validation rules, Approval processes and workflow rules.
- Collaborate with cross-functional teams, including sales, marketing, and finance, to gather and analyze business requirements.

- Configure and customize Salesforce **CPQ** to meet specific client needs, including product bundling, pricing rules, and approval processes.
- Develop custom Apex triggers and classes to enhance **CPQ** functionality and ensure seamless integration with other Salesforce modules.
- Train end-users and provide ongoing support and maintenance for **CPQ solutions**.
- Spearheaded the implementation of Salesforce **CPQ** for a diverse range of clients, customizing solutions to meet their specific needs.
- Collaborated closely with Sales and Operations teams to gather requirements and design **CPQ processes** that streamlined quoting, pricing, and contract management.
- Developed and maintained product catalog structures, ensuring data accuracy and consistency.
- Automated approval workflows to expedite quote approvals and reduce processing time by 30%.
- Integrated Salesforce **CPQ** with external systems, such as ERP and payment gateways, to enable seamless data flow.
- Conducted regular training sessions for Sales teams to ensure efficient usage of Salesforce **CPQ** and maximize its potential.

Languages

English	Hindi
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Bilingual or Proficient (C2)	Advanced (C1)