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| **Sai Kumar** | [Salesforce Certification Resources & Mock Exams | Salesforce Ben](https://trailhead.salesforce.com/credentials/certification-detail-print?searchString=GhUDJChUypFpMVtI1u43Cy5wXkfgVWlk7hvoY3PCa0YW9VvQ3e4RYBdV1W4HA5fb)https://www.tetralance.com/wp-content/uploads/2019/02/microsoft-certified-professional.jpg |

**Summary**

An highly accomplished IT professional with 15+ years in industry with over 5 years in Salesforce and 10+ years .Net development as Technical Lead, Developer, Administrator and Support management. Proven my ability to build solid relationships with client organizations and to insure customer satisfaction. Demonstrated strong industry knowledge, product, and product enhancement for in Financials, Mortgage, Telecom, Oil & Gas domains.

**Highlights**

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| * Experience in SFDC development using Apex classes and Triggers, Visual Force, Force.com IDE, SOQL, SOSL. * Proficient with salesforce customization using Apex classes, Triggers, Visualforce Pages, components and processing large data uploads using data loader. * Profound experience in integrating salesforce with Web systems by developing custom Apex Restful API. * Excellent Communicator, Critical thinking, problem solving, documentation skills. * Created validation rules, workflows, approval process and dynamic approval process. * Involved in various discussions of project discussions as Functional Designing, Gap Analysis, Building stories, requirement gathering, POC (Proof of Concept), Root cause analysis. * Highly coordinative in On-Site, Off-Site & Offshore model and mentoring developers. * Good exposure of CRM business process like Case Management, Account Management, Lead Management | * Impressive problem-solving and critical thinking skills. * Design, development, implementation and maintenance of web applications using ASP.Net, Web services, WCF Services, C#.Net, VB.Net, SQL Server, jQuery, Angular, MVC, HTML, XML. * Agile methodologies. * Profound knowledge in object oriented design patterns and SOA architecture. * Integrating 3rd party API’s & Applications (LinkedIn sales navigator, Mail chimp) and customizing for track leads and communications. * Provided Training Mentoring developers & Leading Team. * Working with cross team activities. * Perform project management fundamentals and fulfilling PM role on projects. * Coordinating and reporting weekly progress to senior management. |

**Skills**

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| Salesforce Technologies | Salesforce CRM, Apex Classes/Controllers, Apex Triggers, SOQL, SOSL, Visualforce Pages/Components, Apex Web Services, AJAX, Workflow & Approvals, Dashboards, Custom Objects, Apex Data Loader |
| Databases | SQL Server 2008/2005/2000/7.0, Oracle 10g/9i/8i/7.x, DB2, TOAD, MS Access 2000, My SQL, Sybase |
| Programming Languages | T-SQL, PL/SQL, C, C++,C#, HTML,HTML5, XML, XSL, Java, VB.NET,C#.NET, ASP.NET,ADO.NET, VB 6.0,ASP 2/3,COM,ACTIVE-X, CCS (Cascading Style Sheets) |
| Scripting Languages | Json, Java Script, jQuery, VB-Script, Angular JS, Node.js |
| Web services | Soap Web Services, WCF Restful, Silverlight, WCF |
| Middleware | ADO.NET3.5/3.0/2.0, MSMQ, Enterprise Library3.1 |
| Design Patterns & Methodology | Water-fall, Model View Controller, SOA, Agile (SCRUM), SOLID, Test Driven Development |
| Frame Works | Microsoft .NET 1.0/1.1/2.0/3.0/3.5/4.0, Microsoft Entity Framework |
| Operating Systems | Windows 98/2000/2003/XP/NT, Windows 2003 Enterprise Server |
| IDE & BI Tools | Visual Studio Code, Eclipse, SQL Server BI Development Studio (BIDS), SharePoint, MS Visual Studio 2012/2010/2008/2005 |
| Version Control | Team Foundation Server (TFS), Visual SourceSafe (VSS), Subversion, GIT, VSTS |
| Reporting & Other Tools | SSIS, DTS, SSRS, Crystal Reports9.0/8.0/7.0, UML, MS Visio 2003/2007, Rational Rose, Telerik controls, Infragistic controls and YUI Library, UI-Path, Automation Anywhere |

**Professional Experience**

**Springbok Energy Feb 2017 to Till Date**

**Sr. Salesforce Developer**

* Involved in Understanding the business process with business users and various stake holders.
* Implemented Apex classes & Triggers and linked them to manage the workflows implemented in the system.
* Developed lightning application components, controllers, helper classes and CSS.
* Involved in story planning, story grooming, planning, retrospective and standup calls.
* Expertise in aura framework, Lightning Components and Salesforce Lightning Design System (SLDS).
* Implemented Salesforce Development cycle coving Sales cloud, Service Cloud & App-Exchange applications.
* Created Aura based Components, Attributes, and Controllers which can be compatible to access through Lightning App builder.
* Implemented lead and case management through web and email sources and setup auto- response rules upon submission.
* Enhanced in Communities by adding new fields, field sets using Salesforce lightning.
* Developed various custom report and aligned them through dashboard for different business user levels.
* Developed various Apex Classes, Triggers, Controller classes and methods for functional needs in the application compatible with lightning.
* Worked with SOQL relationship queries to give optimal performance in the Apex Classes and Triggers.
* Created workflow rules, approval process, Process flows and related actions Tasks, Emails Alerts, Field updates and outbound messages to automate the business process.
* Used Git as repository for managing code repositories.
* Code migrations and maintenance of the environments with data migrations between different sandboxes.
* Involved in Data mapping and Data Migrations from various databases & Applications to Salesforce objects.
* Project coordination is done in On-Shore and Off Shore model.
* Mentoring and Leading the team of 6 developers.

**Environment:** Salesforce.com, Visual Studio Code, AURA components, Apex Classes, Visualforce Pages (Pages, Component and Controllers), Data Loader, SOQL, WSDL, SOAP, Workflow & Approvals.

**Bank of America Sep 2015 to Jan 2017**

**Salesforce Developer – GIS (Consultant)**

* Involved in Understanding the Source system with Business Analysts and Functional Consultants.
* Involved in writing Technical design documents related to integration, migration, Apex triggers and custom Visual Source page requirements.
* Migration involved various Salesforce standard objects like Account, Contacts, Opportunity, Events, Record Types, associated Page layouts on Account and Opportunity, User Profiles, Roles and Groups, Apex Classes, Triggers, Visual Source Pages, Workflows, Email Templates, Static Resources, Documents, custom tabs, web links and organization wide settings.
* Migrated Report Types, Reports and Dashboards.
* Deployed & migrated several Configuration objects to target merged Org, which is a Production environment.
* Pro-actively fixed the test classes that were failing during production deployment. Made sure Code coverage is more than 75%.
* Data Migration of source objects between Sandbox’s using Data Loader.
* Coordinated with off-shore team on various aspects of project development.
* Used different GUI tools like Eclipse and Mavens Mate.
* Set up Partner WSDL project to read the object relationships. Also used for object configuration comparisons like pick list values for all fields, Record Types, Page Layouts etc.
* Prepared the CM approval documents for production deployment according to the Client requirements process.
* Created the Excel templates for data migration of all the Salesforce objects.
* Developed various Custom Objects, Tabs, Components and Visual Force Pages and Controllers.
* Created and deployed Several Reports using salesforce.com platform.
* Developed Apex Classes, Controller Classes and Apex Triggers for various functional needs in the application.
* Developed and deployed workflows and approval processes.
* Maintained data cleanliness and accuracy by adding custom validation rules, custom formulas, reports and dashboards.
* Implemented Web Services integration for extracting the data from internal non-sfdc systems and third party systems to update relevant fields in salesforce.com.
* Involved in Salesforce.com application setup activities and customized the apps to match the functional needs of the organization.

**Environment:** Salesforce, Eclipse (Force.com IDE), Apex Language, Visualforce (Pages, Component and Controllers), Pages, Data Loader, SOQL.

**Thomson Reuters Sep 2014 to Aug 2015**

**Salesforce Developer**

* Administrator of Salesforce.com CRM application responsible for configuring and maintaining user security settings as per organizational policies.
* Involved in Project Technical Design Plan, Conversions, Mapping, and Configuration of portions of the SFDC application.
* Developed Apex Classes, Controller Classes and Apex Triggers for various functional needs in the application. Migrated data from external sources and performed insert, delete, upsert, export operations on millions of records.
* Responsible for Configuring, Customizing and Maintaining Email to Case Functionality.
* Designed interface using Visualforce page and their supportive Controller Classes.
* Reengineered APEX code already in production to optimize trigger based transactions for performance and speed as well as to work seamlessly with governor limits.
* Implemented pick lists, dependent pick lists, lookups, master detail relationships, validation and formula fields to the custom objects.
* Worked as administrator granting and maintaining user roles, groups, permissions and enabling various security controls.
* Hands on experience on Salesforce Lightning for Customizing Reports and Dashboards for business use.
* Created project plan to implement sales automation to track contract opportunities and leads generated from marketing campaigns.
* Customized Sales Cloud for campaign, leads and opportunity objects. Also, implemented sales automation to track contract opportunities and leads.
* Responsible for performing administrative and configuration functions in Salesforce.com CRM such as create/modify Objects, different types of fields, manage users, security settings, permission sets, etc.
* Used SOQL & SOSL for data manipulation needs of the application using platform database objects.
* Used Data Loader for insert, update, and bulk import or export of data from Salesforce.com Objects. Used it to read, extract, and load data from comma separated values (CSV) files.
* Conducted training sessions to the UAT users to use the Sales force Knowledge application and developed a feedback custom report.

**Environment:** Salesforce, Eclipse (Force.com IDE), Apex Language, Visualforce (Pages, Component and Controllers), Pages, Data Loader, SOQL.

**Bank of America Jan 2009 to Aug 2014**

**Technical Lead/Consultant Apps Programmer - Tax Services**

* Involved in Understanding the Source system with Business Analysts and Functional Consultants.
* Managed delivery of multiple complex software systems development simultaneously and delegated tasks to individual programmers.
* Prioritized work tasks with monitoring progress and work quality and Ensured deadlines were met.
* Built strong project teams and engaged in ongoing communication with customers to ensure quality applications were delivered.
* Highly coordinative with On-Site, Off Site and Off Shore consultants throughout the project.
* Developed .Net applications on .Net framework 4.0 followed the Agile Methodology with scrums.
* Involved in designing and developing of reports using SSIS & SSRS.
* Involved in the development of WCF RESTful web services using Entity Framework as the data access layer to SQL Server.
* Involved in the design and updating of application on ASP.Net MVC 3.0/4.0 Framework.
* Worked on a client application with the Angular.js framework to achieve SPA (Single Page Application) and implemented AMD patterns.
* Experience in using Java Script, JQuery, and AJAX framework in creating efficient and interactive Web applications
* Upgraded applications to .net 4.0 from framework 1.0/1.1/2.0 using Visual Studio 2012.
* Assisted in developing many processes to retrieve the data from different sources to consolidated database using SSIS packages.
* Involved in developing reports using SSRS and integrate into web application.
* Involved in building and consuming of web services dynamically from different sources with web referencing.
* Incorporated AJAX with JQuery, JSON
* Implemented infragistics NetAdvantage Web controls use, customization and extension including Ajax controls.
* Performed team lead role managing offshore and Onsite teams.
* Coordinating with offshore team in Agile Scrum process to keep track of the tasks.
* Implemented the DAL using the Entity Framework 4 Code-First paradigm.
* Involved in conversion of VB 6.0 projects to .Net 4.0 with VB.Net
* Created Silverlight applications for interactive, Web-based data visualization using XAML in Visual Studio 2008
* Developed core functionality with the ASP.NET MVC Framework (C#.NET, ADO.NET).
* Implementation of client side validations using JQuery and ASP.NET MVC Validation implemented at Controller level.
* All the applications are equipped with sufficient text file logging using MS Application logging block 2.0 for easy debugging of production applications.
* Involved in writing windows service to start the functionality services like starting the day transaction, reading data from the database, etc.
* Used Telerik2013 library and implemented Tree View, Grid View, Repeater, Windows, Rad Date Picker, GridTableView, and other Rad controls.
* Involved in making changes to existing classic ASP web application according to the business requirements and conversion to .Net 4.0
* Involved in developing application using ASP.Net MVC framework to support clean Separation of Concerns and higher testability
* Customize entity relationships and mappings.
* Involved in development of SSIS packages which transforms the data from SQL Server to DB2.
* Worked with non-development groups that have a stake in the project deliverables such as DBA Infrastructure, QA, etc. and coordinate the various tasks / deliverables necessary for the project.

**Environment:** .NET Framework 2.0/4.0, Visual Studio 2012/2010/2008, ASP.NET, VB.Net, C#, ADO.NET, JavaScript, MVC 3/4, Jquery, LINQ, IIS 7.0, HTML, DHTML, XML, SQL Server 2005/2008, BIDS, DB2 400, Web Services, SSIS, SSRS, TFS, WCF, Oracle 11g/10g, Entity Framework.

**LogyBytes Inc Jul 2004 to Dec 2008**

**Senior Application Developer - Consultant**

*Worked at different clients*

VERIZON Business, Richardson, TX

EDS, Plano, TX

Micro-Design, Inc, Dallas

Advance Auto Parts, Virginia

* Served in developing the Front end GUI with ASP.NET and developed user controls for professional GUI.
* Involved in building and consuming of web services dynamically from different sources with web referencing.
* Involved in development of Custom Controls and working with Chart FX 3rd party control, etc.
* Designed different components using C# language for enterprise-level web applications. Built on 3-tier architecture.
* Developed and coded classes to modularize the application, for it to interface with the database and to display complex sets of data on various screens.
* Added Server controls, Custom controls to enhance functionality to the ASP.NET pages.
* Developed custom controls using AJAX.
* Parsing the XML files using MSXML DOM object to import data into database from different sources.
* Involved in design and development of Database and writing Stored Procedures, Creating Packages and complex queries in SQL.
* Interacting with Business Analysts, Testers, Other developers, Offshore Team and Managers to deliver a Web based solution.
* Involved in customizing coding solution for different modules in different representations.
* Involved in deployment process and production support.

**Environment:** .NET Framework 2.0, ASP.NET, C#, ADO.NET, JavaScript, IIS, HTML, DHTML, XML, SQL Server 2000/2005, Oracle 8i, TOAD, Web Services, Chart FX, Office 2007.

**Education**

Post Graduate Diploma in Computer Application – Osmania University, 2001

Bachelor of Commerce – Osmania University, 1999